

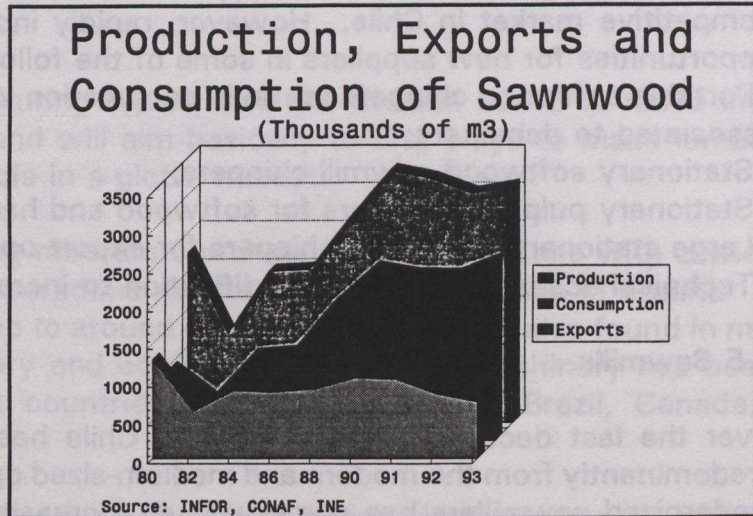
Opportunities in Chile: The Forestry Equipment and Services Market

Goods:

- Felling and logging equipment and tools including light cable logging units;
- Log loading, unloading and yarding equipment and tools;
- Specialized log transportation trucks;

3.3 Kiln Drying

Traditionally, only a small proportion of Chile's lumber output has been kiln dried. The latest estimates suggest that this figure approximates 25%. The increased demand for kiln-dried lumber by export markets and their unwillingness to accept PCP treated lumber has produced a general recognition among Chilean foresters that kiln-drying must be more fully implemented.



With lumber output expected to increase from today's 3.3 million cubic metres per year to close to 5 million by the end of the decade and an increasing demand for kiln drying, there is strong potential for Canadian suppliers in this area.

Services:

- Planning and design of kiln drying operations, economics of kiln drying and market opportunities for kiln dried wood consultants;
- Training in kiln drying with modern installations;

Goods:

- Kiln instruments and control systems;
- Kiln chambers and equipment;
- Humidity control and efficiency equipment;

3.4 Chipping Equipment

With the worldwide economic recovery, the turnaround in cellulose prices and the environmental pressures on North America's publicly owned forests, a larger share of the world chips market is predicted for Chile. Chile is prepared to meet this bigger