

suggested to contact Mr. Paul Schutte of the Latin America and Caribbean Trade Division in Ottawa (Tel: 613 996-5358 or FAX: 613 944-0479).

H.A. Simons Ltd of Vancouver was project leader in the construction of Chile's two most modern pulp mills (Arauco II and Ceopec) and they coordinated the procurement plans for both of these plus US\$ 600 million projects. The role of the consulting engineers in completing procurement needs of forestry projects should not be underestimated.

**Tecnomadera:**

Tecnomadera is organized by FISA, The International Trade Fair of Santiago (*Feria Internacional de Santiago*), the oldest and most important organization of its kind in Latin America. This bi-annual trade show dedicated to value-added wood products takes place every other year in November. The technologically innovative products exhibited, the presence of visitors and presenters from all over the world, the business contacts generated and the high quality seminars and technical conferences have made the bi-annual event a must for firms, professionals and technicians in this sector.

**Expocelpa:**

Expocelpa is a bi-annual fair hosted by the Chilean Pulp and Paper Association, *Asociación Técnica de la Celulosa y el Papel de Chile* (ATCP-Chile). The forth version of this fair will take place in Santiago from October 17th to the 22nd, 1995. This year's fair will feature talks, round tables, speaker panels and a technical course on the pulp and paper industry. National and international environmental experts will also outline projections and future trends of the pulp and paper sector. The main objective of this fair is to create a point of reference between pulp and paper producers and providers of machinery and services in this field.

**5.4 Financing**

Financing aspects of a purchase are fundamental in such a competitive market as Chile. Purchasers normally will look for the most convenient credits obtained from the government of the supplier's country.

Larger buyers may request financing facilities directly with international banking groups, rather than obtaining local credit, which normally is more restrictive and expensive. Smaller buyers may request direct credit from the suppliers, who might have better access to preferential terms.

Export Development Corporation (EDC) financing is available to support Canadian exports and export credit insurance is recommended. Two EDC lines of credit are in place through the Banco Sud Americano and Banco O'Higgins. Financing by international financing institutions (World Bank, Inter-American Development Bank)