

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 633-SANTIAGO

009-FOREST PRODUCTS, EQUIP, SERVICES
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

IF SUPPORT IS GIVEN BY FEDERAL & PROVINCIAL GOVERNMENT, ESTABLISH
A SHOW ROOM/SERVICE CENTER IN CONCEPCION FOR 12 TO 15 CANADIAN
FORESTRY EQUIPMENT MANUFACTURERS

WE ARE TRYING TO INTEREST CDN PULP MANUFACTURERS TO PARTICIPATE
IN THE NEW PULP MILL PROJECTS. IF THEY DON'T, OTHER COUNTRIES WILL
SUPPORT AND WE WILL LOOSE MARKET OR AT LEAST MOST OF IT.

REPORTS ON PULP AND PAPER AND FORESTRY.

ANTICIPATED RESULTS:

SALES OF 5 M THE FIRTS YEAR OF OPERATIONS AND
MORE FOR SUBSEQUENT YEARS.

DIFFICULT TO ASSESS BUT IF SUCCESSFULL, OVER
100 M

NEW SALES FOR CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 FORESTRY SYMPOSIUM/SHOW IN CONCEPCION. OPENING
OF A FORESTRY EQUIPT CENTER ON CONCEPCION INVE-
TOR'S VISIT TO CHILE.

QUARTER: 2 PREPARATION OF A QUEBEC INVESTOR MISSION & CONTI
NUATION OF OUR FORESTRY CENTER PROJECT IN
CONCEPCION.

QUARTER: 3 OBTAIN SUPPORT FOR THE PROJECTED FORESTRY CENTER
IN CONCEPCION; PREPARE CDA INVESTOR VISIT TO
CHILE; ATTEND CORMA FORESTRY SHOW TO EVALUATE IN-
TEREST FOR FUTURE PARTICIPATION.

QUARTER: 4 CONTACT CANADIAN COMPANIES TO INTEREST THEM TO
CONCEPCION FORESTRY CENTER AND FIND CDN CONSUL-
TANT TO PREPARE PROPOSAL TO CIDA INC. CONTACT
CHILEAN COS RE PULP & PAPER PLANTS.

QUARTERLY RESULTS REPORTED:

CONCEPCION SHOW A SUCCESS, MOST CDN COMPANIES
HAVE FOUND OR ARE NEGOTIATING DISTRIBUTORS OR
LICENSING 2M DOLLARS SALES COMMENTED WITH ACTIV-
ITY. FORESTRY CENTER STILL IN DISCUSSION. QBC
INVESTORS TO COME IN SEPT.

MATERIAUX BLANCHET IS NEGOTIATING WITH 3 LOCAL
FIRMS. IF INVEST. TAKES PLACE, WE WILL WITNESS EX-
PORTS OF CDN EQPT; B) CDN CONSULTANT PREPARING
CPPF. CIDA IS LIKELY TO SUPPORT FORESTRY CENTER
PROJECT.

CDN CO. INTERESTED TO DEVELOP PROJECT WAS IDEN-
TIFIED. FIRST PROJECT IDENTIFICATION TRIP MADE.
PROPOSAL FOR MCCP IN PREPARATION; CDN INVESTOR
VISIT (6 PER.) TOOK PLACE. DECISION TO INVEST IS
PENDING. CORMA SHOW IS SUCCESS & WORTH PART.

AT LEAST 15 COS HAVE EXPRESSED INTEREST TO PART-
ICIPATE IN CENTER. CONSULTANT HAVE BEEN FOUND &
PROPOSAL TO CIDA INC. WILL BE PRESENTED IN APRIL
TWO CDN COS PRESELECTED FOR ENGINEERING ON PULP
& PAPER PLANTS.