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The development of national agriculture and opening towards international markets having great quality demands together with the need to obtain growing commercial yields have promoted the incorporation of a great array of chemical products in the agricultural production schemes of the country.

Within the sector, the horticultural fruit field can be highlighted as one of the most intense production schemes and has produced a growing demand both in quantity as in innovation of chemical products, of which pesticides form an important part.

In 1993 imports for insecticides were achieved for a value amounting to US\$ 19.3 million, of which 20% come from the United States, the country which clearly has the greatest participation in the sector. Its closest competitors are Belgium, Germany and France. In the case of Canada, imports amount to US\$ 220,000, representing somewhat more than 1% of the overall total.

In this aspect it is clear that there is a great market that consistently requires a great array of products that are indispensable in order to maintain the intensive production schemes that have been formulated by the Chilean Agriculture. Within these products the following can be stressed: Insecticides, Fumigating Substances, Herbicides, Acaricides, etc., which are constantly under a technical / economic-type analysis, in relation to the different alternatives that the market can offer.