

Development plan includes procurement of air traffic control systems (DME, VOR) and actual airport construction/expansion. Interested companies should have their local agents contact:

Direccion de Telecomunicaciones Electronica e Informatica  
Edificio de la DGAC  
Miguel Claro 1314, Piso 4  
Santiago de Chile

#### **Defence and Commercial Electronics:**

While military products must conform to Canada's Export Control mechanism, recent experience suggests that only the most offensive-type weaponry will not be allowed exportation to Chile. Sales of component electrical parts, to both defensive and offensive military equipment, have recently been approved.

Chief opportunities in this sector lie in military sector as domestic industries are fully capable of supplying most civilian requirements. For Canadian firms, of particular interest is the recent contract won by POLARIS DESIGN of Vancouver to lead construction of five naval coast-guard vessels. Contract is valued at \$65 million, a large portion of which is devoted to procurement of on-board electrical components.

On the avionics side, Canada will be participating in FIDAE '92, South America's largest air and avionics trade show, March 08-15, 1992. We will, at that time be able to gain a better appreciation not only of the Chilean, but also of the Latin American market for avionics equipment. A post-FIDAE report will be prepared and available to all interested parties.