

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :633-SANTIAGO

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:PULP AND PAPER PRODUCTS

MONIT.OF DEV.OF NEW PULP & PAPER MILLS BY ARAUCO & CMPC
100 MILLION IN SALES OF SERVICES AND EQUIPMENT

SUB-SECTOR:EQUIPMENT AND MACHINERY

TRANSF.OF CDN FOREST TECHN.PROJ.THROUGH ESTABL.OF FOREST.CTR
ACTIVE REPRESENTATION OF 15-20 CANADIAN COMPANIES IN THE

HEART OF CHILE'S FOREST LAND.

FIND JR. PARTNER FOR CAMSAL TO START PROD.OF PORTAB.SAWMILLS
SALES OF 15-25 PORTABLE SAWMILLS EACH YEAR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continue the preparation for the opening of the
Forestry Center in Concepcion. - Work on prepara-
tion of EXPOCORMA - Meet with local pulp and
paper executives to push for Cdn equipment for
their projects

Cdn pavilion at EXPOCORMA is already booked al-
though the show is November 22. The Forestry
Center is to be opened officially at the Show.
CMPC and Celpac respectively signed lines of
credit with EDC totalling 160 million

QUARTER: 2 -----

QUARTER: 3 EXPOCORMA'89 - Biannual Trade Show that brings
together the most important players in the
Chilean forestry sector. Held in Concepcion,
Chile (700 KMS south of Santiago) - Nov 23-29/89

125 exhibitors representing 25 countries vied
for the attention of 10,000 prof forest ind exec
. Cda was awarded the title of "Best Pavilion".
Largest Cdn forest ind fair ever held outside of
Cda - 23 part. Approx sales(next 12 months)2 mil

QUARTER: 4 -----