

All of these investments will require substantive plant and capital expenditures. While there is no estimate of the related demand for "instrumentation", the large plants associated with mining operations (mines, smelters, etc.); power plants (hydroelectric and conventional fuel based); pulp and paper mills; and telephone utility switches, all require instrumentation on a large scale.

Geomatics

Interest in Chile for Geographic Information Systems is very strong. Each of Chile's strongest sectors (Mining, Forestry, Fishing and Agriculture), and many of the major social challenges facing Chile (environment and resource management) all look to GIS technology as a powerful tool.

Mining prospection, forestry exploitation, fish stock surveillance and control, and soil and water management all beg GIS applications.

Collection of Chilean cartographic information is currently under exclusive control of the Instituto Geografico Militar (IGM), which is therefore the monopolistic supplier of raw geographic data to Chile. The IGM will be holding a congress from August 17-21, 1992, in which Canadian companies have been invited to demonstrate their GIS technology. Given the strong similarities between Canadian and Chilean economies (i.e., resource-extraction based), the excellent reputation of Canadian firms in this area and strong Chilean interest, Canadian participation in this event is sure to lead to concrete commercial ventures.

Two Chilean delegates, one from CONAF (Corporacion Nacional Forestal) and one from the Ministry Natural Resources, will be attending the GIS '92 conference being held in Vancouver later this month (February 1992):

Presently there is only one foreign firm active in the Chilean GIS market, ARC-INFO of the USA, which sells its software package for approx. \$60,000 per unit.

Aerospace and Space Technologies

Canadian participation in upcoming March 08-15 FIDAE avionics trade show, will provide more information on size and prospects for this market.

In November 1991, the Direccion General de Aeronautica Civil of Chile, announced its development plan for 1992 to 1996. The plan revolves around the construction in Chile of two new airports (one in Punta Arenas in extreme south of Chile and one in Chile's Antarctic zone), plus major expansion of Santiago International Airport. While no firm estimates exist for amount to be expended in this development program, estimates range from \$100 million to \$600 million.