

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 INVESTOR'S VISIT TO CHILE.

QUARTER: 2 PREPARATION OF A QUEBEC INVESTOR MISSION & CONTINUATION 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 INTEREST FOR FUTURE PARTICIPATION.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

CDN CO. INTERESTED TO DEVELOP PROJECT WAS IDENTIFIED. 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.