

## Export and Investment Promotion Planning System

87/88 Sector/Sub-Sector Highlights  
Submitted by Posts by Region

Region: LATIN AMERICA-CARIBBEAN

Mission: 633 SANTIAGO

Market: 068 CHILE

Sector: 012 PETROCHEM & CHEM PROD, EQP, SERV

Subsector: 999 ALL SUB-SECTORS

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	80.00M	\$ 75.00M	\$ 75.00M	\$ 0.00M
Canadian Exports \$	8.00M	\$ 6.00M	\$ 6.00M	\$ 0.00M
Canadian Share of Import Market	10.00%	8.00%	8.00%	0.00%

## Major Competing Countries

## Market Share

i) 577 UNITED STATES OF AMERICA	60 %
ii) 609 EUROPEAN COMMON MARKET C	20 %
iii) 614 SOUTH AMERICA	010 %

Cumulative 3 year export potential for CDN products  
in this Sector/Subsector: 5-15 \$M

Current status of Canadian exports: Mature with little growth

Products/services for which there are good market prospects	Current Total Imports In Canadian \$
i) POTASSIUM CHLORIDE	\$ 3.20 M
ii) POLYETHYLENE RESINS	\$ 1.00 M
iii) EXPLOSIVE	\$ 0.20 M

The Trade Office reports that the following factors influence Canadian export performance in this market for this sector (sub-sector).

- the degree of import duty protection of local industry tends to be low

In the Trade Office's opinion, Canadian export performance in this sector (sub-sector) in this market is lower than optimum mainly because of:

- other factor(s) described by the Trade Office as follows:  
ICI REPRESENTS CIL IN CHILE, AND WE BELIEVE THEY GIVE PREFERENCE TO UK PRODUCTS OVER CIL.