

In a development context, Canadian goods and services could increase their presence in the market in promising areas such as: silviculture; tree harvesting and logging; sawmilling engineering and equipment; lumber drying kilns; chipping equipment; lumber remanufacturing engineering and equipment; and pulp and paper machinery and equipment. In addition, there is significant potential in forest fire fighting, environmental studies, pest control and forestry operations safety equipment.

Canadian companies supplying equipment and services in the forestry sector have been steadily increasing their presence in the Chilean market. For Canadian companies, establishing a local presence through a strategic partnership, by securing the services of a Chilean representative or agent, or by opening an office in Chile is indispensable for success. Entering this market requires frequent contact with key buyers, aggressive marketing, and a demonstration of commitment. Contacts and familiarity are indispensable when equipment or services are contracted and clients must be assured that the supplier is committed to after-sales service and parts supply.