

Export and Investment Promotion Planning System

MISSION: 633 SANTIAGO

COUNTRY: 068 CHILE

Projects or portion of projects which are still in the planning stage and for which Canadian companies might have reasonable prospects.

ii) Project Name: ICEBREAKER DESIGN & ON BOARD EQUIPMENT
TO NAVY

Approximate Value: \$ 5 M
Financing Source: 023 EDC
For further info. please contact:
MISSION/TLX: 34-240341

iii) Project Name: OK FLIGHT SIMULATOR

Approximate Value: \$ 2 M
Financing Source: 023 EDC
For further info. please contact:
MISSION/TLX: 34-240341

iv) Project Name: LEASING OF SUPPLY VESSEL TO THE ANTARC-
TIC

Approximate Value: \$ 1 M
Financing Source: 012 DOM
For further info. please contact:
MISSION/TLX: 34-240341

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

- exports of certain products or services to this country are subject to Canadian export controls

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

- the apparent limited sectoral capability in Canada compared to other competing export countries
- non-tariff protectionist measures which are difficult to overcome
- other factor(s) described by the Trade Office as follows:
CHILE'S HUMAN RIGHTS RECORD.

Some Canadian exporters to this market in this sector (sub-sector) have enjoyed success previously as a result of a variety of factors which the trade office reports to include:

- support provided by the PEMD program
- competitive export pricing for this market

In support of Canadian exports in this sector (sub-sector) the Trade Office is currently engaged in activities which include:

Activity: CONTINUE TO MAINTAIN CLOSE RELATIONSHIP WITH ASMAR AUTHORITIES
THE PRINCIPAL SHIPYARD FOR NAVAL WORK.

Results Expected: SALE OF DESIGN & ON BOARD EQUIPMENT FOR ICE-
BREAKER TO BE USED BY NAVAL BASE IN THE
ANTARCTIC.