

PUBLICATIONS

The following market studies on Chile are available from the Department of Foreign Affairs and International Trade's InfoCentre. Documents can be obtained by faxing (613) 996-9709 or by calling 1-800-267-8376 (Ottawa region 944-4000) and quoting the appropriate codes.

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|-------|------------------------------------|-------|-----------------------------------------------|
| 3LA | Guide for Exporters (1994) | 116LA | Telecommunications (1992) |
| 48LA | Trade and Investment Opportunities | 180LA | Mining Equipment and Services (1995) |
| 102LA | Agriculture Study (1994) | 189LA | Forestry Equipment and Services Market (1995) |
| 103LA | Environmental Issues (1994) | 360LA | Canadian Business Supplement |
| 104LA | Chile: Fisheries Sector (1994) | 362LA | Opportunities - Service Sector (1994) |
| 111LA | NAFTA Preparedness Study | | |
| 114LA | Electric Energy Sector (1994) | | |

NAFTA, Canada and Chile —Continued from page III

Union, the destination for about 25 per cent of the country's exports. Of most interest to Canada, Chile is seeking accession to the NAFTA with Canada, the U.S. and Mexico. The U.S. Congress, however, has not been able to approve a fast-track negotiating authority, prompting Chile and Canada to announce on December 29, 1995, their intention to pursue an interim bilateral agreement to enhance trade and investment relations and to provide a bridge to

Chile's accession to the NAFTA. The interim bilateral agreement will be compatible with current NAFTA provisions and will encompass trade in goods, services, investment, dispute settlement mechanisms, and side agreements on labour and environmental cooperation. Once accession negotiations among the four participating countries are eventually renewed and completed (likely not before 1998), the bilateral accord will be incorporated into the NAFTA.

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culture. Of total fish landings in 1993, 87.5 per cent went towards the production of fish meal, and Chile is now second only to Peru in fish meal exports, representing 30 per cent of world supply.

The aquaculture industry is riding a wave of prosperity that began in the mid-1980s. While representing only 2.2 per cent of total landings in 1993, aquaculture accounted for more than US\$300 million in exports, over 25 per cent of the sector's total export earnings, a figure that is expected to increase to 50 per cent by 1997.

Sustained growth in Chile's fishery sector is anticipated as a result of product diversification stemming from the incorporation of new species and processes. The sector thus offers considerable opportunity for Canadian interests

in trade, investment and alliances.

Services

As Chile moves to become more industrialized, the contribution of services to the economy is rapidly expanding; in 1992 alone, services accounted for 62 per cent of GDP. The ongoing deregulation and privatization of Chile's industrial make-up is resulting in the sustained growth of services in several sectors, most importantly transportation, energy, telecommunications, finance and construction.

Aeronautics

Chile has the third-largest air transport network in Latin America after Brazil and Argentina. Although Chilean airports are well maintained, they need to be improved through modern systems and technologies if they are to keep pace with the growing trans-

portation demands of Chile's fast-moving economy.

Chile's aeronautics industry is almost entirely dependent on imports. While no large capital acquisition projects are expected in the near future, Chile remains a meaningful market for Canadian products and services. This is especially true for navigational, communications and advanced electronic components, as Chile attempts to upgrade both its aeronautical equipment and infrastructure.

The government is currently implementing a five-year Development Plan in Airport Infrastructure, valued at over US\$70 million, to upgrade electronic and communications capacities as well as physical facilities such as runways and terminals.