

Export and Investment Promotion Planning System

REPT: SYN-GEO 87/88 A. Post export program priorities

Region: LATIN AMERICA-CARIBBEAN

Mission: 633 SANTIAGO

Market: 068 CHILE

The Mission selected the following sectors as priority areas for export promotion activities for the coming fiscal year:

1. 009 FOREST PRODUCTS, EQUIP, SERVICES

REASONS: CHILE WILL QUINTUPLE ITS FOREST PROD'N THE NEXT 5-6 YRS. THE MKT FOR LOGGING & SAWMILLING EGPT IS VALUED AT OVER 150 MN US. 2 PULP MILL PROJ ARE UNDER CONSIDER'N TOTAL VALUE OF PROJ. OVER 600 MN US.

2. 010 MINE, METAL, MINERAL PROD & SRV

REASONS: CODELCO & OTHER SMALLER MINES SPEND ROUGHLY 350-400 M US YEARLY FOR MINING EGPT, INCLUDING REALTED EGPT FOR PROCESSING & ALSO ANTIPOLLUTION EGPT. THERE IS ALSO INTEREST FOR NEW SULPHUR & GOLD MINES DEVELOPMENT.

3. 002 FISHERIES, SEA PRODUCTS & SERV.

REASONS: CHILE HAS 4000 KM OF COASTLINE WITH UNTAPPED RESERVES. DEEPSEA FISHING NOT YET DEVELOPED. THERE IS A VERY GOOD POTENTIAL FOR JOINT VENTURE & SALE OF CANADIAN EQUIPMENT AND SERVICES.

4. 005 COMM. & INFORM. EGP. & SERV

REASONS: 2 MAJOR PROJS WORTH PURSUING: ADD'N OF 250000 TEL. LINES IN NEXT 3 YRS & EXPANSION OF 21000 DIGITAL LINES. THE DATA TRANSMISSION SYST. PROJS OF ENTEL CLD PRESENT GOOD OPPORT. ALSO FOR CDN COS, 200\$M US.

The most important current Canadian export sectors to this market are (based on actual export sales):

1. 010 MINE, METAL, MINERAL PROD & SRV