

Opportunities in Chile: The Forestry Equipment and Services Market

equipment plus specialized helicopters, planes and fire fighting chemicals, sprays and delivery systems;

3.9 Environmental Studies

Following global trends, Chile has given considerable attention to the environmental topics related both to its natural forests and its plantations. However, the pressures generated by the ongoing debates has done little in generating concrete studies to deal with the outstanding issues. This has not been the case with the environmental aspects of industrial development where timely action by the private sector in recent years has shown results and decreasing public opinion concern.

Promising areas for Canadian companies include:

Services:

- Education and training on the impact of deforestation and how best to reforest harvested tropical species;
- Education and investigation on the environmental impact of quick growing artificial forests on soils, flora and fauna;

3.10 Pest Control Services

No substantial efforts have been required nor applied in Chilean forestry for pest control. Chile's mixed natural forests have so far been spared any significant infestation and the plantation are well managed enough that any pest is quickly identified, isolated and dealt with. As Chile then is essentially pest-free, business potential is decidedly limited. Technical exchanges between the Instituto Forestal (INFOR) and Forestry Canada, specifically the Pacific Research Centre in Victoria, mean that in any event of pest manifestation, Canada is well positioned to assist.

3.11 Forestry Operations Safety Equipment

Although not always the case, concern for safety is now wide spread in the Chilean forestry industry, both in forest operations and in productive plants. Three branches of the sector appear as the ones with most business potential for Canadian suppliers: logging operations, sawmilling and the pulp and paper industry. Within them the more promising topics would appear to be the following:

Services:

- Training and demonstration on safety procedures, practices and use of specialized equipment and tools;