

Chile was also party to the Cartagena Agreement in 1969 (the Andean Common Market). However it withdrew from this organization in 1976 after failing to reach agreement on foreign investment and import tariff issues with the other five members. The differences between Chile and its Andean partners centred on Chile's desire to attract foreign investors under much less restrictive conditions than those acceptable to the other members and Chile's request for lower external import tariff levels.

Membership in International Organizations

Chile is a member of the following international organizations:

- Economic Commission for Latin America and the Caribbean (ECLAC);
- United Nations Development Programme (UNDP);
- Food and Agriculture Organization (FAO);
- International Bank for Reconstruction and Development (IBRD);
- International Finance Corporation (IFC);
- International Fund for Agricultural Development (IFAD);
- International Monetary Fund (IMF);
- United Nations Educational, Scientific and Cultural Organization (UNESCO);
- World Health Organization (WHO);
- Inter-American Development Bank (IDB);
- Organization of American States (OAS).

Merchandising and Distribution

The four principal types of import representation preferred in Chile are the import house, commission agent, direct purchase and subsidiary or branch. The exporter should, if possible, make a personal visit to Chile to select a suitable agent and to observe local conditions first-hand. Selling a product successfully very often depends on the ability of the exporter to make friends with agents and clients. The average Chilean business person places a high value on good personal relations.