

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :633-SANTIAGO

009-Forest Products, Equip, Services  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

MONIT.OF DEV.OF NEW PULP & PAPER MILLS BY ARAUCO & CMPC  
100 MILLION IN SALES OF SERVICES AND EQUIPMENT

EQUIPMENT AND MACHINERY

TRANSF.OF CDN FOREST TECHN.PROJ.THROUGH ESTABL.OF FOREST.CTR  
ACTIVE REPRESENTATION OF 15-20 CANADIAN COMPANIES IN THE

HEART OF CHILE'S FOREST LAND.

FIND JR. PARTNER FOR CAMSAL TO START PROD.OF PORTAB.SAWMILLS  
SALES OF 15-25 PORTABLE SAWMILLS EACH YEAR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continue the preparation for the opening of the Forestry Center in Concepcion. - Work on preparation of EXPOCORMA - Meet with local pulp and paper executives to push for Cdn equipment for their projects

Cdn pavilion at EXPOCORMA is already booked although the show is November 22. The Forestry Center is to be opened officially at the Show. CMPC and Celpac respectively signed lines of credit with EDC totalling 160 million

QUARTER: 2 -----

QUARTER: 3 EXPOCORMA'89 - Biannual Trade Show that brings together the most important players in the Chilean forestry sector. Held in Concepcion, Chile (700 KMS south of Santiago) - Nov 23-29/89

125 exhibitors representing 25 countries vied for the attention of 10,000 prof forest ind exec. Cda was awarded the title of "Best Pavilion". Largest Cdn forest ind fair ever held outside of Cda - 23 part. Approx sales(next 12 months)2 mil

QUARTER: 4 -----