

The evolution of the external market for tropical wood has created real expectation for exportation. Recently, some companies have begun to export but they still lack modern commercial technology, consumer oriented marketing and greater market intelligence. In order to participate in the external market much of the equipment and machinery will have to be changed and/or there will be a need for new industrial infrastructure. It is here where Canadian Companies have excellent opportunities.

In the short term (1-2 years) the opportunities open to Canadian Companies are to enter as suppliers of machinery, equipment and services for existing projects identified in this study. In the medium term (3-5 years), Canadian Companies with more solid knowledge of the Venezuelan Forestry Sector can participate in joint-venture Projects with local entrepreneurs and/or companies already in operation. Finally, in the long term (>5 years) Canadian Companies could participate as investors in projects related to the management of Tropical Forest lots or concessions and/or plantations.