

Export and Investment Promotion Planning System

87/88 Sector/Sub-Sector Highlights
Submitted by Posts by Region

Region: LATIN AMERICA-CARIBBEAN

Mission: 633 SANTIAGO

Market: 068 CHILE

Sector: 009 FOREST PRODUCTS, EQUIP, SERVICES

Subsector: 096 EQUIPMENT AND MACHINERY

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	300.00M	\$ 80.00M	\$ 39.00M	\$ 93.00M
Canadian Exports \$	100.00M	\$ 4.00M	\$ 0.60M	\$ 1.20M
Canadian Share of Import Market	30.00%	5.00%	1.50%	28.00%

Major Competing Countries

Market Share

i) 499 SPAIN	050 %
ii) 504 FINLAND	010 %
iii) 047 BRAZIL	005 %
iv) 577 UNITED STATES OF AMERICA	005 %

Cumulative 3 year export potential for CDN products in this Sector/Subsector: 100 \$M AND UP

Current status of Canadian exports: No Export results to date

Products/services for which there are good market prospects	Current Total Imports In Canadian \$
i) PULPMILL EQUIPMENT	\$ 0.80 M
ii) CONSULTANT SERVICES	\$ 0.50 M
iii) LOGGIN AND SAWMILL EQUIPMENT	\$ 0.50 M

Projects or portion of projects which are still in the planning stage and for which Canadian companies might have reasonable prospects.

- i) Project Name: CELCO ARAUCO NEW PULP MILL
Approximate Value: \$ 400 M
Financing Source: 028 TO/DETER 012 DOM
For further info. please contact:
MISSION/TLX 240341 DMCAN CL
- ii) Project Name: CMPC NEW PULP MILL
Approximate Value: \$ 400 M
Financing Source: 028 TO/DETER 012 DOM
For further info. please contact:
MISSION/TLX 240341 DMCAN CL