

Waste-Water Treatment**Companies Invited to Test (Trade) Waters in Chile**

Canadian firms are being invited to become more active in Chile — particularly in an area which, between now and the year 2002 will receive between US\$500 million and US\$1 billion in investment.

The invitation was made by Ms. Raquel Alfaro, General Manager of Empresa Metropolitana de Obras Sanitarias (EMOS) and refers specifically to the area of waste-water treatment in the country's capital, Santiago de Chile.

While Ms. Alfaro noted that no Canadian firm is in the running for the completion of the detailed technical study of Santiago's overburdened waste-water treatment system, she pointed out that commercial opportunities for Canadian companies "abound", say trade officials at the Canadian Embassy.

EMOS is determined to keep its sources of equipment and technology supply diversified — regardless of the results of the study, which is due to be released by mid-1993.

While elevated typhoid and hepatitis rates necessitate that treatment of waste water be assigned top priority, it will account for only one-quarter of EMOS' attention.

The other three-quarters are directed at: upgrading potable water capacity (including the construction of a new water purification plant — for which the international tender will not be released until March 1993); expanding the system of aqueducts in Santiago; and installing a system for industrial waste control.

Canadian companies interested in these areas should contact either Mr. Patricio Mardones Franke, Gerente de Proyectos y Construcción, or Ms. Amparo Nunez Sandoval, Gerente de Planes de Desarrollo, EMOS, Avenida Bulnes

129, Santiago de Chile. Tel.: 56-2-696-4201. Fax: 56-2-672-2481.

Officials advise Canadian companies involved in waste-water treatment to register their interest with EMOS, obtain the list of upcoming projects, and liaise with the consulting firm contracted to do the study.

That consulting firm was to have been selected before the end of 1992. The results of the study will not be classified as confidential information and will be available to anyone who asks.

Companies involved in water purification, aqueduct construction and industrial waste control should also register their interest and inquire about specific projects.

The area that shows the greatest potential is water purification—

especially in light of the plans to build a new plant. Given that tenders are not scheduled for release before March 1993, Canadian firms which establish contact now can "get in on the ground floor".

While EMOS is the largest corporation of its type in Chile, it is only one of 13 publicly-owned municipal works organizations — all of which report to CORFO, the Chilean government's industrial development ministry.

For companies interested in pursuing similar projects in other regions of Chile, the key individual in CORFO who is responsible for managing the 13 corporations is Mr. Hernan Arvera, Sub-Gerente, Empresas Sanitarias, Morande 921, Santiago de Chile. Tel.: 56-2-638-0512. Fax: 56-2-671-1058.

**Consulate Opened in Japan**

Since November 9, 1992, Canada has had a Consulate in the city of Nagoya, in Japan.

The Consulate is part of Canada's strategy to expand its regional presence in Japan. This plan was announced by Prime Minister Brian Mulroney in May 1991 when he visited Japan to open the new Canadian Embassy building in Tokyo.

The opening recognizes the vitality and dynamism of Japan's regions: with a population of 2.5 million, Nagoya is the fourth-largest metropolis in Japan, after Tokyo, Yokohama and Osaka.

It is located between Tokyo and Osaka on major transportation routes in Aichi Prefecture, which is the centre of Japan's heartland and responsible for 2 per cent of the world's industrial input. In fact, as the source of 10 per cent of Japan's entire production, the Gross Do-

mestic Product (GDP) of Aichi Prefecture alone exceeds that of Korea.

Aichi-based companies, such as Toyota Motors and NGK, are worldwide exporters. The region also has a wealth of smaller companies, including many independent importers and wholesalers.

The regional population of over 10 million people is **an excellent potential market for Canadian building, food and consumer products.**

Canadians also can take advantage of Nagoya's predominance in manufacturing for **joint ventures in machinery, aerospace, and industrial materials.**

For more information on trade opportunities in Japan, contact the Japan Trade Development Division (PNJ), EAITC, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 995-1281. Fax: (613) 943-8286.