

Opportunities in Chile: The Forestry Equipment and Services Market

The areas of interest for Canadian suppliers seem to be the following:

Services:

- Engineering consulting for new mills and adaption of some of the existing ones to operate on Eucalyptus rather than on Radiata Pine;
- Engineering for process improvement for existing mills;

Goods:

- Machinery and equipment for new mills;
- Machinery and equipment parts for the maintenance of existing operations;
- Process control engineering, hardware and software to improve the efficiency of existing operations;

3.8 Forest Fire Fighting

Over the last two decades, Chile has developed a forest fire fighting system that covers the Central and South-Central regions of the country. This system was produced through the joint efforts of the public and private sectors and targets primarily the protection of the pine and eucalyptus plantations. As a secondary objective, this system offers a degree of protection to the natural brush formations of Central Chile as well as to the natural forests of the South. This focus on the plantation reflects the fact that the risk of fire is much smaller for natural forests than it is for plantations. However, experts in this area agree that the country needs to update its forest fire fighting system so as to make it more rational and efficient.

Although some Canadian suppliers have already been active in this field, potential exists for more activity in the following areas:

Services:

- Forest fire fighting planning and operations management, consulting and training;
- Forest fire fighting systems: design, reconditioning and implementation, consulting;

Goods:

- Forest fire fighting equipment and tools including detection and communication

