

REPORT 4
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 633-SANTIAGO

009-FOREST PRODUCTS, EQUIP, SERVICES
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

IF SUPPORT IS GIVEN BY FEDERAL & PROVINCIAL GOVERNMENT, ESTABLISH
A SHOW ROOM/SERVICE CENTER IN CONCEPTION FOR 12 TO 15 CANADIAN
FORESTRY EQUIPMENT MANUFACTURERS

WE ARE TRYING TO INTEREST CDN PULP MANUFACTURERS TO PARTICIPATE
IN THE NEW PULP MILL PROJECTS. IF THEY DON'T, OTHER COUNTRIES WILL
SUPPORT AND WE WILL LOOSE MARKET OR AT LEAST MOST OF IT.

REPORTS ON PULP AND PAPER AND FORESTRY.

ANTICIPATED RESULTS:

SALES OF 5 M THE FIRST YEAR OF OPERATIONS AND
MORE FOR SUBSEQUENT YEARS.

DIFFICULT TO ASSESS BUT IF SUCCESSFUL, OVER
100 M

NEW SALES FOR CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 FORESTRY SYMPOSIUM/SHOW IN CONCEPTION. OPENING
OF A FORESTRY EQUIPMENT CENTER ON CONCEPTION INVESTOR'S
VISIT TO CHILE.

QUARTER: 2 PREPARATION OF A QUEBEC INVESTOR MISSION & CONTI
NUATION OF OUR FORESTRY CENTER PROJECT IN
CONCEPCION.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CONCEPCION SHOW A SUCCESS, MOST CDN COMPANIES
HAVE FOUND OR ARE NEGOTIATING DISTRIBUTORS OR
LICENSING 2M DOLLARS SALES COMMENTED WITH ACTI-
VITY. FORESTRY CENTER STILL IN DISCUSSION. QBC
INVESTORS TO COME IN SEPT.

MATERIAUX BLANCHET IS NEGOTIATING WITH 3 LOCAL
FIRMS. IF INVEST. TAKES PLACE, WE WILL WITNESS EX-
PORTS OF CDN EQPT; B) CDN CONSULTANT PREPARING
CPPF. CIDA IS LIKELY TO SUPPORT FORESTRY CENTER
PROJECT.