

30 joint ventures across a broad spectrum of economic activity. These are sophisticated joint ventures -- ones that could lead to greater penetration of third country markets in the southern cone.

Chilean and Canadian companies are working together to manufacture mining equipment, conduct geophysical exploration, process wood, assemble furniture, irradiate food and lumber, develop software and produce architectural designs.

Canadian companies are currently bidding to provide new radar installations for your civil aviation authority. In this context, it's important to note that our vendors are experienced in meeting procurement requirements that are technically demanding.

Northern Telecom recently supplied \$12.5 million worth of cellular equipment to Cidcom Celular.

Yesterday, I witnessed the signing of a \$5-million contract under which LARCAN Inc. will sell 32 TV transmitters to Television Nacional de Chile.

Canadian companies can deliver the world's best products at competitive prices. Foremost among them are important infrastructural goods, including hydroelectric components and power boilers -- items necessary for increased economic development. For instance, GE Canada is bidding to supply electrical components for Endesa's Pangué hydroplant, and Babcock and Wilcox is bidding to supply power boilers to Forestal E. Industrial Santa Fe Maciniento Chile of Santiago.

Traditionally, Canada has prospered through resource extraction. With the decline in world commodity prices over the past 10 years, our producers have developed new technology to become more competitive, and learned to work more efficiently. Much of Chile's future prosperity depends upon continued expansion in its resource-based sectors. The list of entrepreneurs who expressed interest in Chile reads like a directory of Canada's mining industry.

These companies remain interested in investing their capital and expertise in developing new mines. They also recognize the rapidly emerging opportunity to export our technology in the form of advanced mining equipment and processes, and engineering and consulting services. For example, B.C. Bearing Engineers Ltd. has just signed a joint venture deal with UHCO S.A. to market Canadian mining equipment here.

Canadian mining engineers have also been in the forefront of developing methods for pollution control and waste management. This is an important area that all countries with significant