

## 4. The Regulatory Framework

4.1 Government Forestry Policies . . . . .	19
4.2 Environmental legislation . . . . .	20
4.3 Foreign Investment . . . . .	20
4.4 Free Trade Zones . . . . .	22
4.5 Import Duties and Taxes . . . . .	22

## 5. Market Entry Strategies

5.1 Market Approach for Products and Consulting Services . . . . .	23
5.2 Choice of a Market Representative . . . . .	23
5.3 Trade Promotion Opportunities . . . . .	25
5.4 Financing . . . . .	26

## 6. Key Contacts

6.1 Canadian Government Departments and Services in Canada . . . . .	28
6.2 Business and Professional Associations in Canada . . . . .	33
6.3 Chilean Government Offices in Canada . . . . .	34
6.4 Canadian Government Departments and Services in Chile . . . . .	35
6.5 Institutions Involved in the Chilean Forestry Sector . . . . .	36
6.6 Major Corporate Entities of the Forestry Sector . . . . .	38
6.7 Forest Owners . . . . .	41
Sawmill Operators	
Wood Based Panel Producers	
Pulp and Paper Producers	
Lumber Remanufacturing Mills	
6.8 Chilean Forestry Engineering Companies . . . . .	51
6.9 Chilean Agents . . . . .	53
6.10 Forestry Publications . . . . .	56