

Chile

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Q: Could you tell us about your delegation, and what types of mining products/services are they looking to buy?

A: We have over 80 Chilean delegates registered for the show, including the following:

- local distributors (looking for new representations),
- mining companies (looking for new suppliers & new technologies),
- mine owners (looking for joint ventures, partnership, venture capital),
- independent geologist (searching for new exploration/exploitation techniques, software),
- mining engineers (searching for production technologies, mine management systems, software)

Q: Why should American companies consider doing business in Chile?

A: Chile has proven over the last 20 years to be the most successful economy in the Latin American region. Chile has had on average a growth of more than 4 percent for more than 20 years, and per income of Chilean consumers has more than doubled in the last eight years. Chile has a standing Free Trade Agreement with the United States that enables all American industrial products to enter the Chilean market duty free. Furthermore, Chile is undertaking an extensive effort to develop new mines as well as expand existing ones, and is projected to spend some US\$20 billion over the next few years on this effort. Currently the dominant foreign investors in the mining industry are Canada followed by Australia.

Q: What are some challenges in selling to this market?

A: Chilean mining companies expect to have customer service readily available, ideally, right next to their mining operations. Therefore, having a local representative properly prepared to perform these services is a key factor in being successful. Regardless many sales can be done via Internet, that can only be done after earning the trust of the local client.

Q: How are American products/services viewed in Chile?

A: U.S. products enjoy of an image of being high-tech and highly reliable, which explains why U.S. products represent over 50 percent of all the imports made by the Chilean mining industry. All the above, plus the fact that the dollar is very competitive, puts U.S. manufacturers at a clear advantage.

Q: What are some tips for U.S. businesses?

A: The best tip to do business abroad is to use the resources of the U.S. Commercial Service. We are the ears and eyes for U.S. companies, speak the local language, and understand both cultures. Also, we are onsite whenever a U.S. client needs us. Look us up at www.buyusa.gov/Chile