

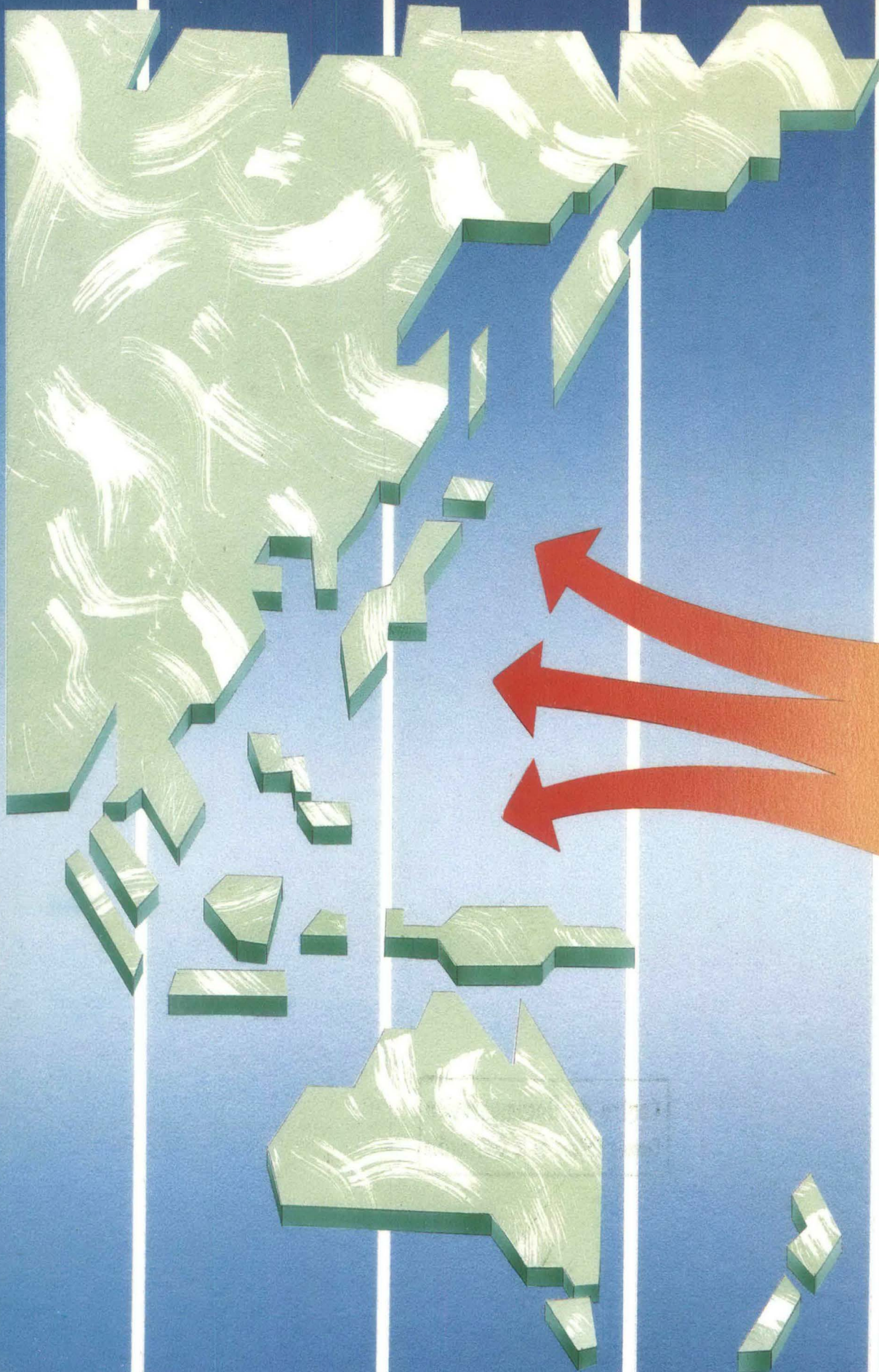
CHILEAN CHAMBER OF BUILDING AND CONSTRUCTION



TECHNOLOGIC MISSION
TO THE FAR EAST
1993

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SPONSOR **PROCHILE**





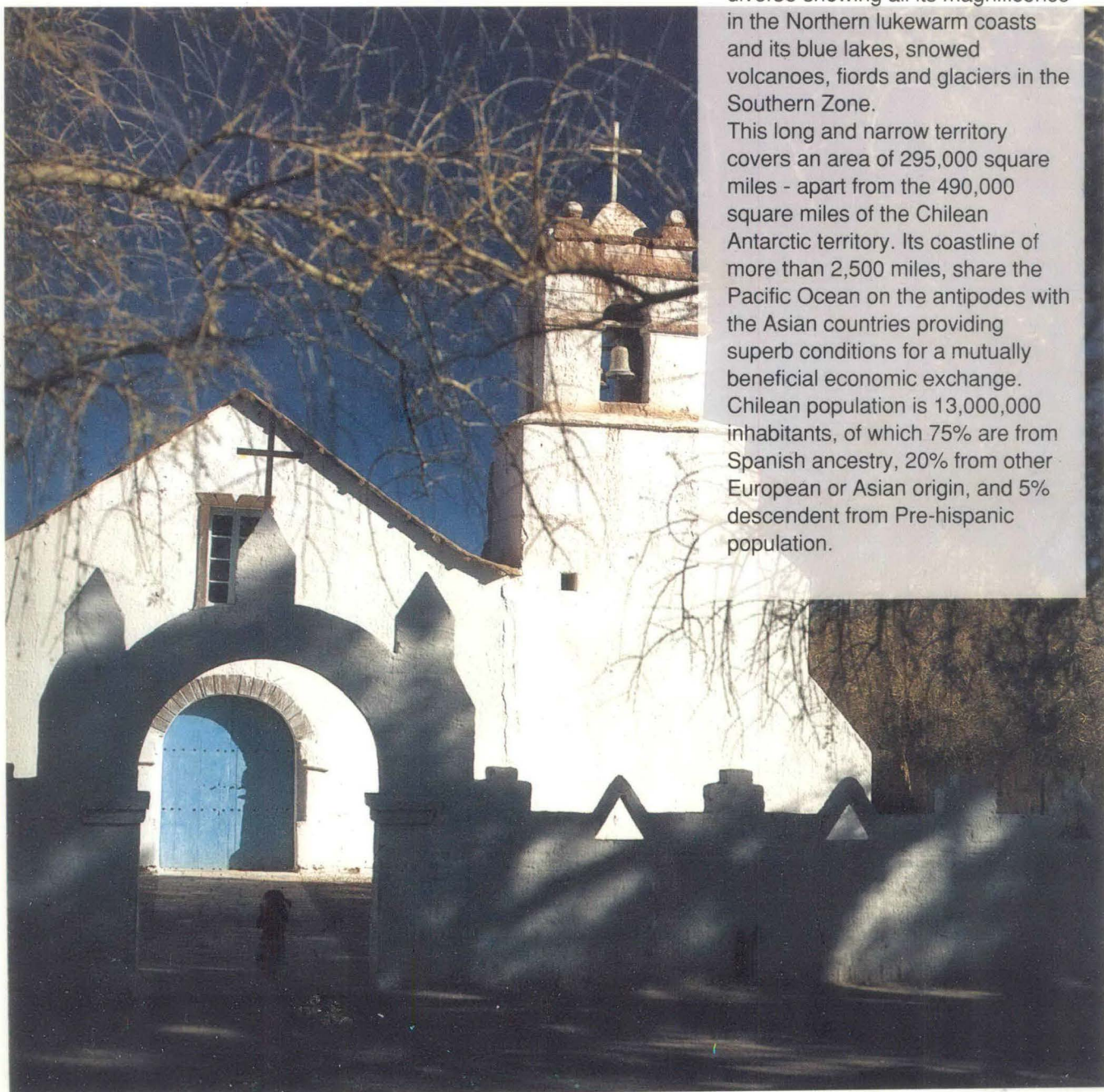
Centre for International
Cooperation in Community

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CHILE

Chile is located in the South-western end of South America. This is a paradoxical land roaming between the snowcapped peaks of the Cordillera de los Andes - Southamerica's spine - and the Pacific Ocean. On it's almost 2,700 miles length with a maximum 310 miles width, there are salty and sandy desert, wild mountain ranges, blooming valleys, beautiful meadows for cattle breeding, extensive native and artificially planted forests Chile's landscape is diverse showing all its magnificence in the Northern lukewarm coasts and its blue lakes, snowed volcanoes, fiords and glaciers in the Southern Zone.

This long and narrow territory covers an area of 295,000 square miles - apart from the 490,000 square miles of the Chilean Antarctic territory. Its coastline of more than 2,500 miles, share the Pacific Ocean on the antipodes with the Asian countries providing superb conditions for a mutually beneficial economic exchange. Chilean population is 13,000,000 inhabitants, of which 75% are from Spanish ancestry, 20% from other European or Asian origin, and 5% descendent from Pre-hispanic population.



Chile: Success Through Effort

AN EXCEPTIONAL CLIMATE

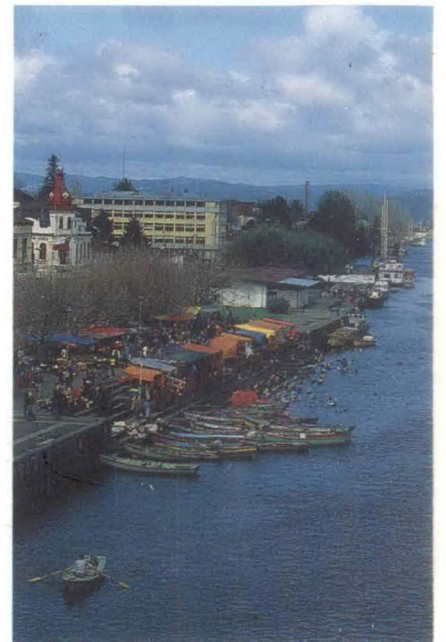
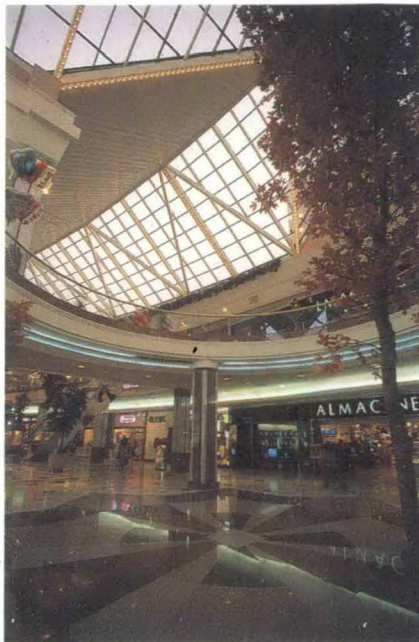
Chile has a wide variety of climates. In the North, from the Peruvian border down to Copiapó, the region is a deserts zone where it never rains, the climate is hot but mitigated by the Humbolt Current, with temperatures averaging 86° F, and cold nights.

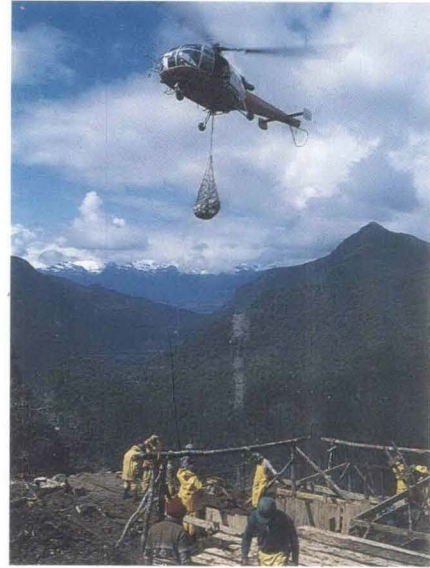
From Copiapó to Santiago, the capital, the climate is semi-arid with rains during the autumn and winter seasons; spring is rather cool and summer is hot, an average temperatures are lower than 83 ° F. From Santiago to Puerto Montt, which is the country's main agricultural region, the climate is pleasant and winters are very rainy. In the Southern region, Patagonia, it rains almost all year round. Punta Arenas, the Southernmost city in the world has recorded average rainfall of approximately 98 inches per year.

There are several ski resorts in the Cordillera de los Andes, where it snows during the winter. In addition, the sea, which is generally calm, allows to enjoy several water sports. A Vast Touristic Potential Chile's exceptional climate, pleasant all-year-round, opens additional development possibilities, which are already attracting foreign capitals to take advantage of Chile's comparatively superior touristic resources.

Arica, the country's Northernmost city, which is surrounded by green valleys springing up in the middle of the desert, enjoys a pleasant temperature mitigated by the ocean which unfolds in beautiful widespread beaches, thus providing the environment for a further developed industry "without chimneys".

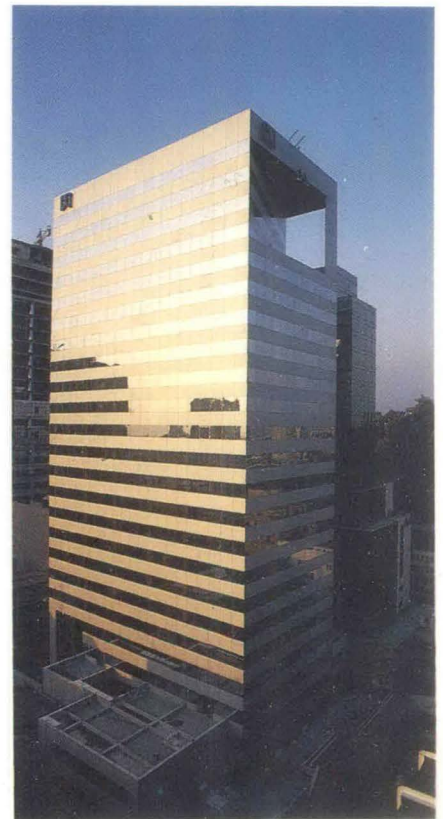
In the Great Northern cities and towns, activities are not only restricted to those derived from mining and fishing, the two major natural resources, but also from the

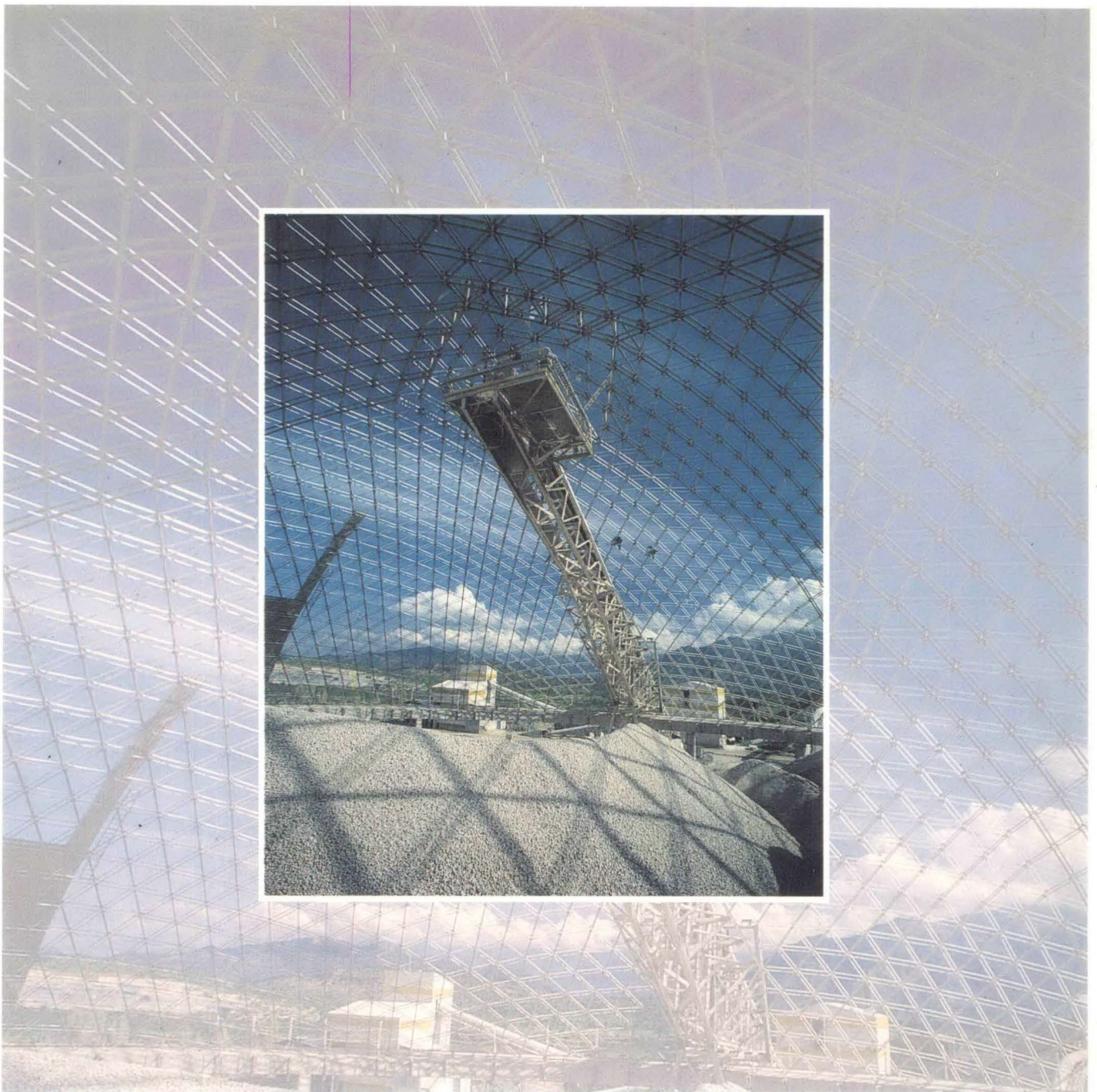




possibilities offered by a superb landscape along with an interesting history of pre-Hispanic population, who left numerous vestiges of their culture, admirably reserved by salt and air dryness, and of the preceding stages of the country's productive development: nitrate, silver mines and the large mining copper fields. Real phantasmal towns, kept undamaged through time, bear witness of the once bustling Plants where the miners of one century ago scattered over the salpeter's crust extracting the marine sediments from prehistorical times to sell it in foreign markets, particularly Europe and Asia. Memories from other times recall some old buildings, such as the "Huanchaca Ruins", near the flourishing city of Antofagasta, an important port where mining shipments sail to different world destinations. This is an astonishing construction both for the perfection of its shapes as for the ingenious process used to obtain copper from the

minerals extracted from the heart of the mountain with crowbar strokes. The Cunsa culture, one of the most revealing archeological treasures of the preceding cultures that lived in the Northern part of Chile, may be found in San Pedro de Atacama, a picturesque oasis. Father Gustavo Le Paige, a Belgian archeologist, devoted great part of his life to travel through the area, shaping the boundaries of millenary cities buried in the sand and protected by the nitrate's crust. His Work is now shown in the San Pedro de Atacama Archeological Museum, center of attraction for tourists and experts who want to learn about early American cultures. All the Northern part of Chile is like a huge trunk full of treasures, awaiting for the brave and skillful hand that will extract all of its metallic and non-metallic wealth that connects a vanishing past with coming centuries, through several minerals which serve as the basis of the new fuels impelling men from our planet to the outer space conquest in search of new worlds.





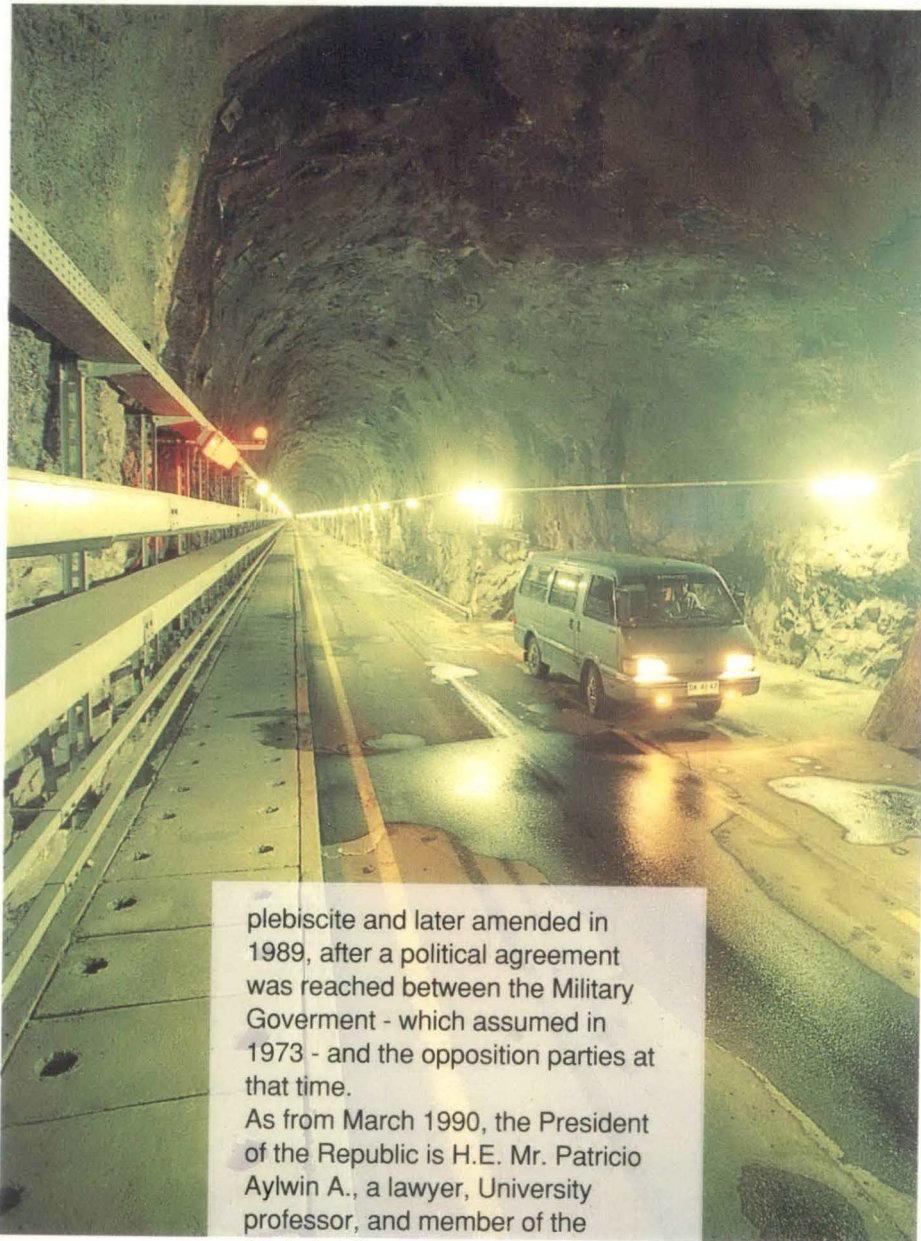
A BLOOMING DESERT

Experiences carried out by some visionaries have proved that the Northern soil, furnished with sufficient irrigation waters, is able to produce all types of food, including tropical fruits. These unsuspected productive prospectives increase mainly towards the central area, in the so called Green or Small North. Waterstreams which flow from the

mountains and cross the territory to the sea fertilize large extensions of cultivated land which have turned into prosperous plantations as a consequence of free market incentives, making obsolete the old traditional concept of "seasonal products".

At present, Chile enjoy all type of fruits and vegetables all the year round coming, during the central and South rainy season, from the now irrigated and cultivated

Northern lands. The Chilean coastline holds two important present and potential possibilities touristic; with its beautiful beaches of clear waters and great variety of both sport and industrial fishing. Chilean waters, cooled by the Humbolt Current, have an abundance of fish and seafood which are very much appreciated by international gourmets. Chilean oysters and lobsters are well known all over the world.



plebiscite and later amended in 1989, after a political agreement was reached between the Military Government - which assumed in 1973 - and the opposition parties at that time.

As from March 1990, the President of the Republic is H.E. Mr. Patricio Aylwin A., a lawyer, University professor, and member of the Christian Democracy Party, Chile's main electoral force. His term of only 4 years was established as a transition period between the Military Government, which was headed by the Army's Commander-in-Chief, General Augusto Pinochet U., and the nation's new President to be elected in general elections at the end of 1993.

Several modifications to the nation's institutionality were introduced during the Military Government, the first being the abolition of the Political Constitution which had been in force since 1925. At the same time, changes were also made to the economic, social, labor and social security legislation and to the country's administrative structure which was divided into regions. The main structural modifications made prior to 1989

were the implementation of the free market economy system with a wide opening to foreign markets, domestic prices deregulation, uniform customs duties and an exchange rate revalued on CPI basis.

The new measures made it possible to eliminate the country's high dependence on copper exports (80% of total exports in 1973), and increased, at a sustained annual growth, the volume of exports of goods and services which traditionally Chile had not exported to foreign markets. This reported a significant increase in exports of fruits and vegetables, agroindustrial and manufacturing goods, seafood,

CHILE'S INSTITUTIONAL STRUCTURE

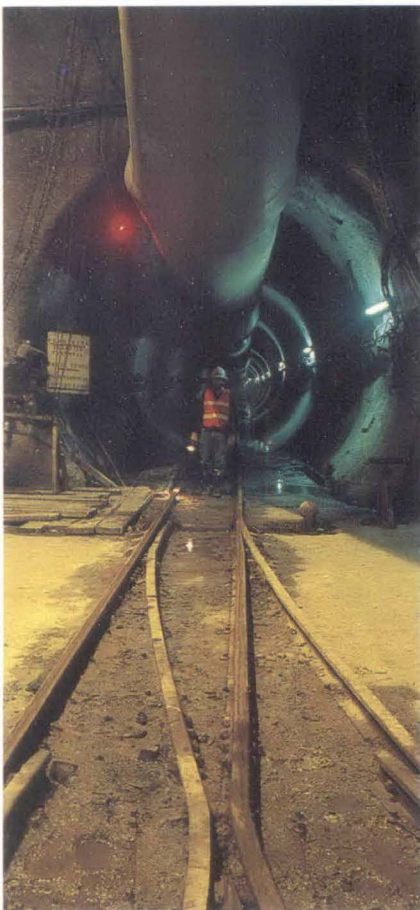
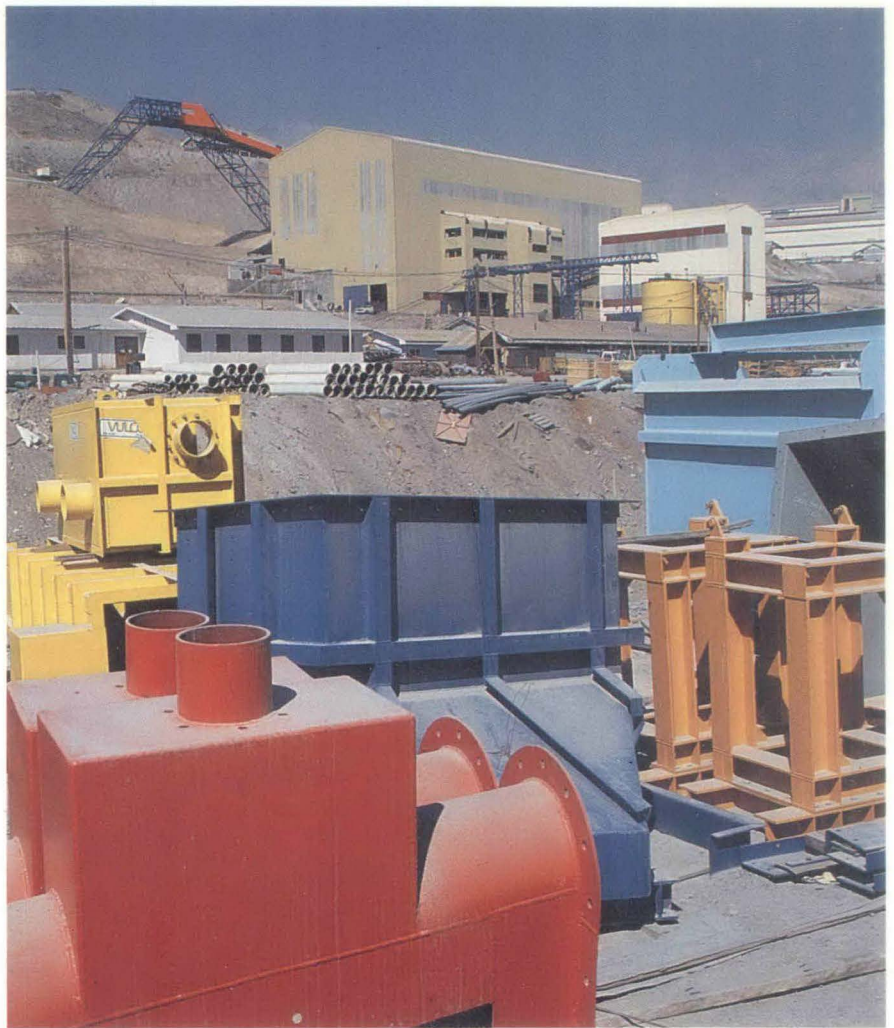
Chile is a country under a presidential regime, headed by the President of the Republic who is elected by popular voting for an 8-year period. There is a Parliament divided in two chambers, made up by 47 Senators and 120 Deputies, also elected through popular voting by all Chilean citizens over 18 years old and registered in the Electoral Registry Office.

The nation's Political Constitution, which is the fundamental law governing the life of the Republic, was approved by the 1980

and forestry products and its by-products, along with non-traditional mining exports, such as gold, silver, lithium and nitrates.

In addition, the social security and health systems introduced in that period were so successful that they have been even "exported" to other Latin American countries.

That most significant changes were those related to the strengthening of private property and personal initiative, economic liberty and the State's subsidiary role. Said basic concepts have continued to be the basis of the country's economic and social development, since the new government has not only kept them in force but has also stressed and improved the nation's wealth redistribution system.



Modern political, economic and social institutions have provided the driving force which the private entrepreneurial sector has taken as the foundation to place Chile in the threshold of the third millenium.



Cultural Chile

As Chilean governments have always given special importance to education, the schooling index in Chile is one of the highest in Latin America. Cultural activities, such as ballet, theatre, concerts and art

exhibitions are concentrated in Santiago, the capital. Teatro Municipal is one of the best opera houses in South America. Chilean literature has received world recognition: two Chilean authors have been awarded the Nobel Prize: Gabriela Mistral in 1945, and Pablo Neruda in 1972.

CHILE
MACROECONOMICS INDICATORS
1980 - 1986

		1980	1981	1982	1983	1984	1985	1986
POPULATION	Thousands	11,145	11,327	11,520	11,717	11,919	12,122	12,327
	Annual growth rate	1.5%	1.6%	1.7%	1.7%	1.7%	1.7%	1.7%
DENSITY	Inhab/Km2	14.73	14.97	15.23	15.49	15.75	16.02	16.29
GROSS DOMESTIC PRODUCT (GDP)	Millions US\$92	24,495	25,850	22,209	22,051	23,449	24,024	25,384
	Annual growth rate	7.8%	5.5%	-14.1%	-0.7%	6.3%	2.4%	5.7%
GDP per capita	US\$ 92	2,198	2,282	1,928	1,882	1,967	1,982	2,059
	Annual growth rate	6.1%	3.8%	-15.5%	-2.4%	4.5%	0.7%	3.9%
GROSS FIXED CAPITAL FORMATION	Millions US\$ 92	4,227	4,936	3,261	2,776	3,025	3,472	3,717
	% GDP	16.6%	18.6%	14.6%	12.0%	12.3%	14.2%	14.6%
SAVING (1)	% GDP	13.9%	8.2%	2.1%	4.4%	2.9%	5.4%	7.7%
EXPORTS	Millions US\$ E/Y	4,671	3,952	3,706	3,831	3,651	3,804	4,191
	Fob. % GDP	16.9%	12.1%	15.2%	19.4%	19.0%	23.7%	24.9%
IMPORTS	Millions US\$ E/Y	5,469	6,513	3,643	2,845	3,288	2,920	3,099
	Fob. % GDP	19.8%	20.0%	15.0%	14.4%	17.1%	18.2%	18.4%
INTERNATIONAL RESERVES	Millions US\$ E/Y	4,074	3,775	2,578	2,023	2,056	1,867	1,778
	% Import.	74.5%	58.0%	70.7%	71.1%	62.5%	63.9%	57.4%
EXTERNAL DEBT	Millions US\$ E/Y	11,084	15,542	17,153	17,431	18,877	19,444	19,501
	% GDP	40.2%	47.6%	70.5%	88.2%	98.2%	121.4%	115.9%
INFLATION	Dec/Dec rate	31.2%	9.5%	20.7%	23.1%	23.0%	26.4%	17.4%
LABOR FORCE	Thousands	3,636	3,688	3,661	3,768	3,891	4,019	4,270
EMPLOYED	Thousands	3,257	3,271	2,943	3,216	3,349	3,537	3,896
UNEMPLOYMENT	% Labor Force	10.4%	11.3%	19.6%	14.6%	13.9%	12.0%	8.8%

1987 - 1993

		1987	1988	1989	1990	1991	1992	1993
POPULATION	Thousands	12,536	12,748	12,961	13,173	13,386	13,599	13,813
	Annual growth rate	1.7%	1.7%	1.7%	1.6%	1.6%	1.6%	1.6%
DENSITY	Inhab/Km2	16.57	16.85	17.13	17.41	17.69	17.97	18.26
GROSS DOMESTIC PRODUCT (GDP)	Millions US\$ 92	26,840	28,814	31,693	32,372	34,315	37,894	40,168
	Annual growth rate	5.7%	7.4%	10.0%	2.1%	6.0%	10.4%	6.0%
GDP per capita	US\$ 92	2,141	2,260	2,445	2,457	2,564	2,786	2,908
	Annual growth rate	4.0%	5.6%	8.2%	0.5%	4.3%	8.7%	4.4%
GROSS FIXED CAPITAL INFORMATION	Millions US\$ 92	4,321	4,783	5,780	6,178	6,117	7,353	8,345
	%GDP	16.0%	16.3%	18.4%	19.5%	17.8%	19.4%	20.8%
SAVING (1)	% GDP	12.6%	16.3%	17.2%	17.5%	19.0%	19.6%	19.5%
EXPORTS	Millions US\$ E/Y	5,224	7,052	8,080	8,310	8,929	9,986	10,000
	Fob. % GDP	27.6%	31.9%	31.8%	29.9%	28.5%	26.4%	24.7%
IMPORTS	Millions US\$ E/Y	3,994	4,833	6,502	7,037	7,354	9,237	10,500
	Fob. % GDP	21.1%	21.9%	25.6%	25.3%	23.5%	24.4%	25.9%
INTERNATIONAL RESERVES	Millions US\$ E/Y	1,871	2,550	2,948	5,358	6,641	9,009	10,000
	% Import.	46.8%	52.8%	45.3%	76.1%	90.3%	97.5%	95.2%
EXTERNAL DEBT	Millions US\$ E/Y	19,208	17,638	16,252	17,425	16,416	18,204	19,000
	% GDP	101.3%	79.9%	64.0%	62.7%	52.4%	48.0%	46.9%
INFLATION	Dec/Dec rate	21.5%	12.7%	21.4%	27.3%	18.7%	12.7%	12.0%
LABOR FORCE	Thousands	4,354	4,552	4,675	4,729	4,794	4,990	5,215
EMPLOYED	Thousands	4,011	4,266	4,425	4,460	4,540	4,773	4,988
UNEMPLOYMENT	% Labor Force	7.9%	6.3%	5.3%	5.7%	5.3%	4.4%	4.4%
NOTES:	Relations between diferents variables with GDP (% GDP) were calculated from current series in each year Dollars (US\$ E/Y). 1993 figures are Estimated or Projected. SAVING: Gross National Saving							
SOURCES:	CENTRAL BANK OF CHILE, NATIONAL BUREAU OF STATISTICS.							

CHILE FOREIGN TRADE
ACCORDING TO COUNTRY OF DESTINATION AND ORIGIN
1991 - 1992

Country or Region	EXPORTS (FOB)		IMPORTS (CIF)		TRADE BALANCE	
	1991	1992	1991	1992	1991	1992
Japan	1,644.0	1,707.3	645.7	964.7	998.3	742.6
Republic of Korea	263.0	242.8	167.8	249.5	95.2	-6.7
China	79.4	280.6	95.2	146.7	-15.8	133.9
Malaysia	15.8	24.9	104.1	83.6	-88.3	-58.7
Singapore	39.0	57.0	30.0	30.3	9.0	26.7
Hong Kong	58.1	162.7	57.4	75.5	0.7	87.2
Thailand	31.7	35.0	24.4	19.1	7.3	15.9
Rest of Asia	508.6	636.8	162.3	226.6	346.3	410.2
Total Asia	2,639.6	3,147.1	1,286.9	1,796.0	1,352.7	1,351.1
Latin America	1,303.0	1,701.7	2,051.3	2,423.0	-748.3	-721.3
North America	1,649.4	1,713.1	1,766.7	2,177.6	-117.3	-464.5
Europe	3,092.3	3,214.5	1,752.8	2,290.0	1,339.5	924.5
Middle East	175.5	87.2	30.2	73.2	45.3	14.0
Africa	98.4	85.5	455.8	581.4	-357.4	-495.9
Oceania	52.9	46.2	65.1	62.7	-12.2	-16.5
Other & not specified	137.3	130.2	277.0	266.3	-139.7	-136.1
TOTAL	9,048.4	10,125.5	7,685.8	9,670.2	1,362.6	455.3

NOTE : Figures correspond to Export and Import Declarations, legalized by National Customs Service. This information is of different nature than Balance of Payment Statistics.

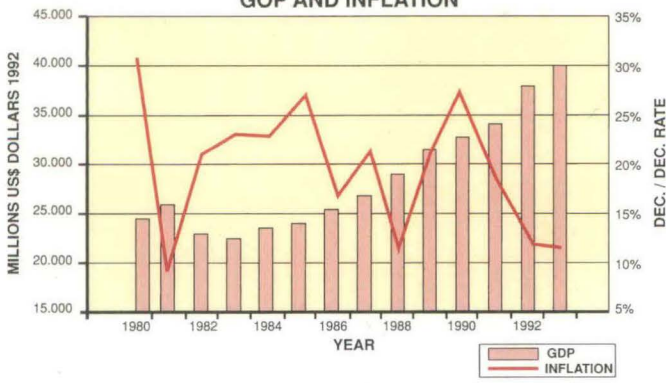
SOURCE : CENTRAL BANK OF CHILE

MACROECONOMICS INDICATORS
OF ASIA COUNTRIES AND CHILE

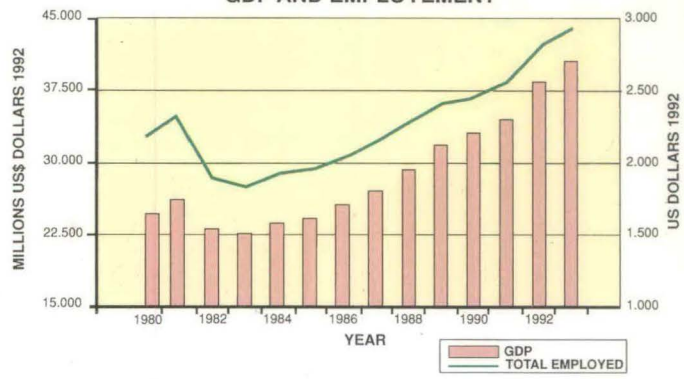
INDICATOR	UNIT	PERIOD	Japan	Korea Rep.	China	Malaysia	Singapore	Hong Kong	Thailand	Chile
AREA	Thousands Km2		378	99	9,561	330	1	1	513	757
Population	Millions	1991	123.9	43.3	1,149.5	18.2	2.8	5.8	57.2	13.4
Growth	Annual Average	80-91	0.5%	1.1%	1.5%	2.6%	1.7%	1.2%	1.9%	1.7%
Density	Inhab. /Km2	1991	327.8	437.4	120.2	55.2	2,800.0	5,800.0	111.5	17.7
GNP per capita	Dollars	1991	26,930	6,330	370	2,520	14,210	13,430	1,570	2,160
Growth	Annual Average	80-91	3.6%	8.7%	7.8%	2.9%	5.3%	5.6%	5.9%	1.6%
Gross Fixed Capital Formation	%GDP	1991	32%	39%	36%	36%	37%	29%	39%	19%
Saving	%GDP	1991	36%	36%	39%	30%	47%	32%	32%	24%
Exports	Millions of Dollars	1991	314,395	71,672	72,875	34,300	58,871	29,738	28,324	8,552
Imports	Millions of Dollars	1991	234,103	81,251	63,791	35,183	65,982	100,255	37,408	7,453
International Reserves	Millions of Dollars	1991	80,626	13,815	48,165	11,717	34,133		18,393	7,700
	% Import.	1991	34.4%	17.0%	75.5%	33.3%	51.7%		49.2%	103.3%
External Debt	Millions of Dollars	1991		40,518	60,502	21,445			35,828	17,902
	% GDP	1991		14.4%	16.4%	47.6%			39.0%	60.7%
Inflation	Average Annual Rate	80-91	1.5%	5.6%	5.8%	1.7%	1.9%	7.5%	3.7%	20.5%
Labor Force	Thousands	1991	63,000	19,000	689,000	7,270	1,307	3,158	30,000	4,838

SOURCE : WORLD DEVELOPMENT INDICATORS, WORLD DEVELOPMENT REPORT 1993, WORLD BANK

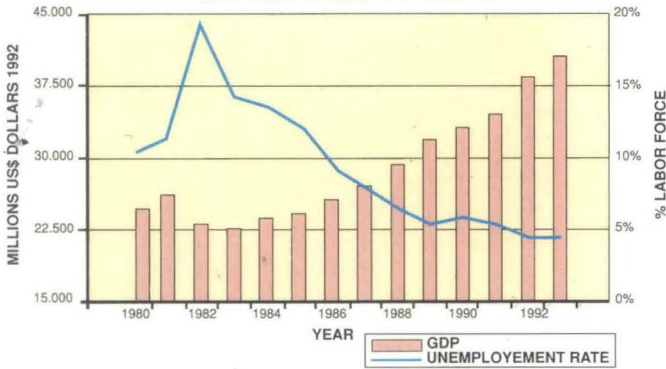
GOP AND INFLATION



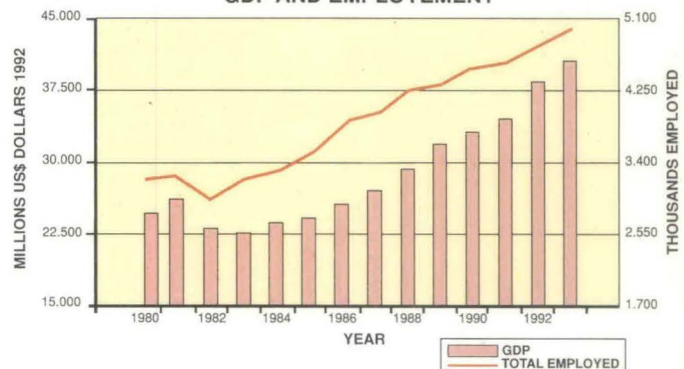
GDP AND EMPLOYMENT



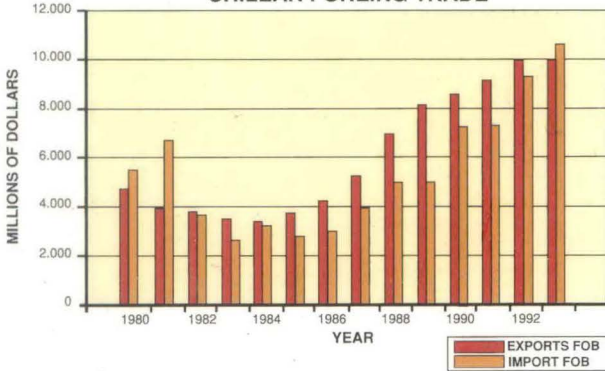
GDP AND UNEMPLOYMENT



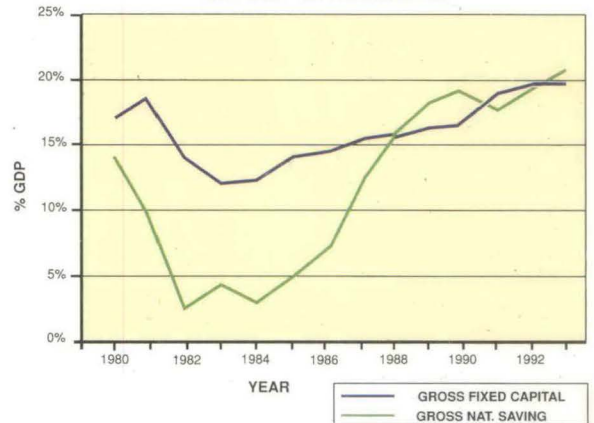
GDP AND EMPLOYMENT



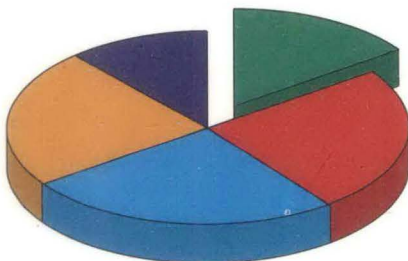
CHILEAN FOREIGN TRADE



SAVING - INVESTMENT

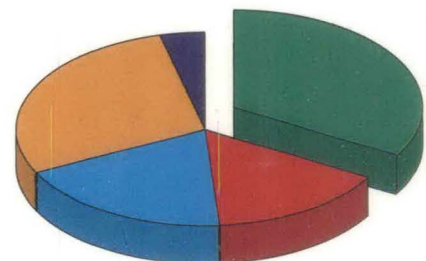


IMPORTS DECLARATIONS 1992
US\$ 9,670.2 MILLIONS DOLLARS CIF



- ASIA (18,5%)
- LATIN AMERICA (25,1%)
- NORTH AMERICA (22,5%)
- EUROPE (23,7%)
- OTHERS AND NOT ESPECIFIED (10,2%)

EXPORTS SHIPMENTS 1992
US\$ 10,125.5 MILLIONS DOLLARS FOB



- ASIA (31,1%)
- LATIN AMERICA (16,8%)
- NORTH AMERICA (16,9%)
- EUROPE (31,7%)
- OTHERS AND NOT ESPECIFIED (3,4%)

CHILE
CONSTRUCTION INDICATORS
1985 - 1993

	1985	1986	1987	1988	1989	1990	1991	1992	1993
NATIONAL ACCOUNTS	Millions US\$ Dollars of 1992								
Value Added Gross Addition	1,226	1,346	1,469	1,595	1,868	1,952	2,027	2,287	2,448
To Fixed assets	2,224	2,391	2,657	2,906	3,399	3,535	3,639	4,090	4,383
Residential Buildings	685	814	925	1,101	1,335	1,354	1,517	1,826	1,852
Non- Residential Build	259	293	288	395	443	520	571	717	860
Engineering Works	1,280	1,284	1,444	1,410	1,621	1,661	1,551	1,547	1,671
PUBLIC INVESTMENT IN CONSTRUCTION	272	324	390	469	556	693	842	992	1,120
Publics Works	127	151	177	215	255	318	387	455	515
Housing	98	117	145	172	204	255	310	364	412
Others	47	56	68	81	96	120	146	172	194
NEW BUILDING CONSTRUCTION AUTHORIZED	Number								
Dwellings	61,233	52,082	60,316	77,501	83,891	78,904	88,481	105,669	110,000
FLOOR AREA	Thousands M2								
Residential Buildings	3,055	2,897	3,554	4,014	4,827	4,495	5,213	6,377	7,170
Non- Residential Build	848	1,144	1,219	1,571	1,709	1,748	2,430	2,577	2,630
All Buildings	3,903	4,041	4,773	5,585	6,536	6,243	7,642	9,454	9,800
EMPLOYMENT	Thousands Workers								
Labor Force	170.1	216.8	238.7	293.6	329.9	325.2	342.3	364.1	401.2
Employed	122.3	164.4	196.7	253.7	290.5	282.5	297.8	331.5	371.3
Unemployed	47.8	52.4	42.0	39.9	39.4	42.7	44.5	32.6	29.9
	% Labor Force								
Unemployment Rate	28.1	24.2	17.6	13.6	11.9	13.1	13.0	9.0	7.5
SALES OF NATIONAL CONSTRUCTION MATERIALS	Thousands Tons								
Cement	1,422.8	1,432.8	1,487.2	1,898.3	1,997.6	2,102.6	220.5	2,667.6	2,881.0
Round Steel Bars	47.6	66.4	66.9	89.8	120.8	106.5	89.2	129.1	140.7
Structurals Bricks	121.2	130.0	153.1	167.5	121.9	86.4	143.5	190.3	202.5
Luster Wood Fibreboard	143.9	127.2	140.1	144.9	152.8	151.2	177.9	170.9	176.0
Nails	19.2	25.9	32.0	30.2	30.0	29.0	28.3	33.7	35.5
Paints	30.3	32.0	37.8	42.8	44.2	44.4	49.7	59.7	65.7
Flat Glass	15.2	16.0	13.8	15.0	12.4	27.2	30.8	32.0	33.6
Bath Fixtures	7.2	10.5	12.3	14.7	18.8	15.2	15.3	19.6	20.6
Plastics Tiles	4.7	5.4	5.6	6.5	7.1	5.9	6.8	6.8	7.4
NOTE:	1993 figures are Proyected or Estimated.								
SOURCES	CENTRAL BANK OF CHILE, NATIONAL BUREAU OF STATISTICS								

Cámara Chilena de la Construcción

Chilean Chamber of Building and Construction

The Chilean Chamber of Building and Construction, founded in 1951, in spite of being the youngest entrepreneurial association of those included under the Production and Commerce Confederation, owns an equally wide Social Network of 13 related organizations.

Union tasks are carried out by Commissions and Committees, with the participation of entrepreneurs and professionals from this area, along with industry representatives from similar lines of business, and distributors of construction materials and goods.

This Chamber holds Regional Chapters and Delegations in several cities of the country, together with a Social Development Council which coordinates and orients social operations through its "Los Andes" Compensation Agency (Caja de Compensación "Los Andes"); the Medical Service; the Labour Accidents Bureau (Mutual de Seguridad), which holds updated equipped hospitals, clinics and basic units throughout the country; the Building and Construction Training Corporation (Corporación de Capacitación de la Construcción); the Housing Corporation (Corporación Habitacional); the Building and Construction Sporting Corporation (Corporación Deportiva de la Construcción); the AFP "Habitat" Pension Fund Administrator (Administradora de Fondos de Previsionales AFP "Habitat"); the Building and Construction Educational Corporation (Corporación Educacional de la Construcción); the Isapre Consalud Health Insurance Institution (Institución de Salud



Previsional Isapre Consalud), the "La Construcción" Life Insurance Company (Cía. de Seguros La Construcción), the Social Assistance Foundation which helps workers in impaired situation, the "La Construction" Mortgage company, and the Social Security, Research, Study and Development Corporation.

The Chamber's huge modern building shelters all the main offices of the organizations included under its Social Network.

The Board of Director formed is by its **Chairman,**

Mr. Victor Manuel Jarpa.

Co-Chairman,

Messrs. Jaime Muñoz and Enrique Bone.

Past Chairman

Mr. Alfredo Schmidt.

General Manager

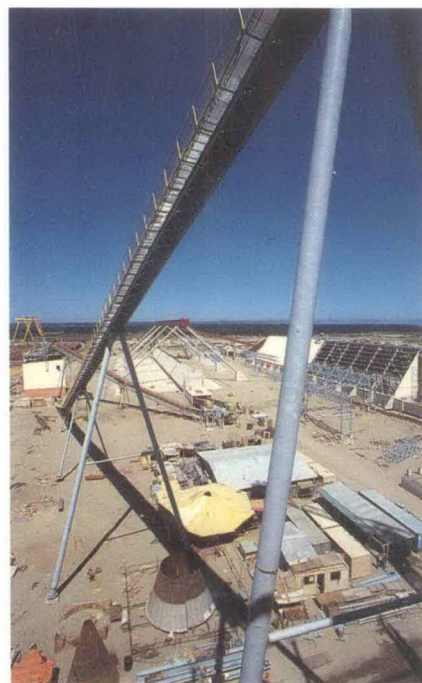
Mr. Blas Bellolio.

Address:

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Santiago, Chile.

Telephone : (56-2) 233 11 31

Fax : (56-2) 232 76 00





AFP HABITAT CAMARA CHILENA DE LA CONSTRUCCION

COMERCIO

AFP HABITAT

ALFANTERA

**CHILEAN CHAMBER OF
BUILDING AND CONSTRUCTION**

**TECNOLOGIC MISSION
TO THE FAR EAST**

MEMBERS

CANTERAS LONCO S.A.

MR. AQUILES ACOSTA W.

General Manager

Address :

Colo - Colo 755, Casilla 1335, Concepción, Chile

Phone : (56-41) 22.3478

Fax : (56-41) 23.6676

CONSTRUCTORA OAC LTDA . INGENIEROS

Experience in:

Grit material for construction

Mining and Earth Movements

Interest in:

Mining and Earth Movement Equipment



INAGRO S.A . ARCHITECTS

MR. TADASHI ASAHI S.

Partner

Address :

Alcántara 656, Las Condes, Santiago, Chile

Phone : (56-2) 208.0952 - 228.9989

Fax : (56-2) 228.6621

Experience in :

Projects for Buildings in Altitude,

Group Housing and Industrial Projects,

Real Estate Management and

Enterprise Consultant

Interest in :

Transference of Design Technology,

Joint-Ventures and contact Investors

for Real Estate Projects



SINEL S.A.
INGENIERIA Y CONSTRUCCION

MR. ALFREDO BEHRMANN ST.
President

Address :
068 Magallanes, Santiago, Chile
Phone : (56-2) 777.1275
Fax : (56-2) 737.2730

Electrical Engineer U.T.F.S.M.
Member of the Board,
Cámara Chilena de la Construcción

Interest in :
Strategic Planning, Infrastructure,
Joint-ventures, Turnkey Jobs and Investments



INGENIERIA Y SERVICIOS
INSERCO LTDA.

MR. WALTER CHINCHON B.
Chairman of the Board

Address :
Erasmus Escala 1875, Santiago, Chile
Phone : (56-2) 671.6600 - 671.2013
Fax : (56-2) 672.4328

Experience in :
Industrial Constructions
Erections - Revamps

Interest in :
Joint - Ventures



**ECHVERRIA , IZQUIERDO
INGENIERIA Y CONSTRUCCION LTDA.**

MR. FERNANDO ECHEVERRRIA V.

Partner
General Contractor

Address :

434 Josue Smith Solar, Providencia, Santiago, Chile
Phone : (56-2) 233.1057
Fax : (56-2) 231.1205

Sistemas Especiales de Construcción S.A.
President

Experience in :

Buildings in altitude
Specialized Subcontractor in the
Area of Postensioning and Piles

Interest in :

Technologies for Foundations and
Highrise Buildings



CONSTRUCTORA GARDILCIC LTDA.

MR. RAUL GARDILCIC R.

Chairman

Address :

Las Industrias 2611, Conchalí, Santiago, Chile
Phone : (56-2)623.4923 - 623.4308
Fax : (56-2) 623.4356

CAMARA CHILENA DE LA CONSTRUCCION
Vice-President, General Contractors' Commitee

Experience in :

Mining, Earth and Civil Works,
Industrial assembling including
Mechanical &Electrical Assembling,
Metallic Structures Production,
Rental Equipment and Land Development

Interest in:

Establishing Joint- Ventures



EMPRESA CONSTRUCTORA DELTA S.A.

MR. ARMANDO HOLZAPFEL P.

Director
Building Manager

Address :

Huérfanos 812, 7th Floor, Santiago
Phone : (56-2) 638.1458 - 632.3393
Fax : (56-2) 632.3655 - 639.4253

Experience in :

Buildings in altitude Construction, Housing,
Office buildings,
Hotels, Industrial Plants, Sanitary
Works as well as Tunnels,
Roads and Engineering Works.

Interest in :

Transference of Construction Technology,
Joint-Ventures for Construction Projects,
Real Estate Business.



A.F.P. HABITAT S.A.

MR. SERGIO KOHN P.

Vice President

Address :

Marchat Pereira 10, 10th Floor, Santiago, Chile
Phone : (56-2) 233.1515
Fax : (56-2) 233.2151

Experience in :

Pension Funds

Interest in :

Advanced Construction Technologies Licenses
Concession Systems for Public Works



XILOFOR S.A.

MR. NELSON LAGOS C.

Architect

Address :

Los Herreros 8536, Parque Industrial La Reina,
Santiago, Chile

Phone : (56-2) 273.1953, 273.5726

Fax : (56-2) 273.2677

Experience in :

Custom cabinets, Kitchens and vanities for
new apartment buildings and houses
and placement

Hardwood and laminate wood

Post formed countertops

Architectural woodwork

Interest in :

New technologies and Joint-Ventures



LAGOS - CONTRERAS Y ASOCIADOS CIVIL ENGINEERS

MR. RENE LAGOS C.

Senior Partner

Address :

2935 Benjamin, 2nd Floor. Santiago

Phone : (56-2) 246.5577

Fax : (56-2) 246.4401

Experience in :

Consulting Engineers

Housing and Building Projects

Structural Engineering

Interest in :

Advanced Technologies on
Building Design and Construction



**EMPRESA CONSTRUCTORA
GUZMAN Y LARRAIN LTDA.**

MR. JUAN LARRAIN D.
General Manager

Address :
Marchant Pereira 201, 3rd. Floor, Providencia,
Santiago; Chile
Phones : (56-2) 225.1505
225.7727 - 225.1008
Fax : (56-2) 225.1825

Experience in :
Construction and Real Estate

Interest in :
Technology on H.D.B. Town Houses
for workmen
Technology on Low Price H.D.B. Flats and
Apartment Buildings
Information on Private and Public
Financing Sources
for Buyers of Houses and Flats
State subsidies for Low Income
Buyers of Houses



**CAMARA CHILENA DE LA
CONSTRUCCION**

MR. ISIDORO LATT A.
Architect
Chief, Department of Technical Studies

Address :
Marchant Pereira 10 - 3er Piso,
Santiago, Chile
Phone : (56-2) 233.1131
Fax : (56-2) 232.7600

Interest in :
Transference of Construction Technologies



**CONSULTORA OMEGA
INGENIERIA DE PROYECTOS
HOLDING ASOCIACION DE INGENIEROS
CONSULTORES DE CHILE**

MR. ENRIQUE LOPEZ C.

Architect
University of Chile

Address :

Av. Ricardo Lyon 1531, Santiago, Chile

Phone : (56-2) 204.7944

Fax : (56-2) 223.4391

Experience in :

industrial Projects Development, Buildings,
City-planning Infrastructure, Bridges, etc.
Specialized in prefabricated concrete building design

Interest in :

Prefabricated Concrete Constructions,
Modern Technologies and Project Offices in this area



**EMPRESA CONSTRUCTORA
COCIVA LTDA.
CONSTRUCTORES
CIVILES ASOCIADOS LTDA.**

MR. FRANCISCO ANTONIO MIRANDA H.

General Contractor
Manager

Address :

Copiapó 739 of. 603, Antofagasta, Chile

Phones : (56-55) 26.3903 - 26.7057 - 26.7963

Interest in :

Technological advances related to Construction



INGENIERIA Y SERVICIOS LTDA.

MR. PATRICIO NUÑEZ N.
Architect

Address :
Catedral 1009 Of. 1001, Santiago, Chile
Phone / Fax : (56-2) 242.7463 - 242.7678
697.3306 - 672.4940



SIGDO KOPPERS S.A.

MR. HORACIO PAVEZ G.
Member of the Board

Address :
120 Málaga, Las Condes, Santiago
Phone : (56-2) 208.3861
Fax : (56-2) 228.7055

Experience :
Engineering and Construction

S.K. COMERCIAL S.A.
COMERCIAL ITALA S.A.

Interest in :
Human Resources and
Industrial Construction



**SOCIEDAD CONSTRUCTORA DE
VIVIENDAS ECONOMICAS HOGAR
PROPIO LTDA.**

MRS. MYRIAM RATINOFF DE KOHN
President

Address :
Ricardo matte Pérez 0145, Providencia,
Santiago, Chile
Phone : (56-2) 204.7625
Fax : (56-2) 209.7350

Experience in :
Housing and Building

Interest in :
House and Building Design



**CONSTRUCCIONES E INMOBILIARIA
PACIFICO LTDA.**

MR. FERNANDO TRAUTMANN D-N.
General Contractor

Address :
Arturo Prat 214, Oficina 307, Antofagasta, Chile
Phone : (56-55) 22.3462
Fax : (56-55) 26.8957



CONSTRUCTORA SEPCO LTDA.

MR. EDUARDO WAISSBLUTH S.

Architect

Address :

Paseo Presidente Errázuriz E. 2631-22,

Providencia, Santiago, Chile

Phone : (56-2) 231.1368

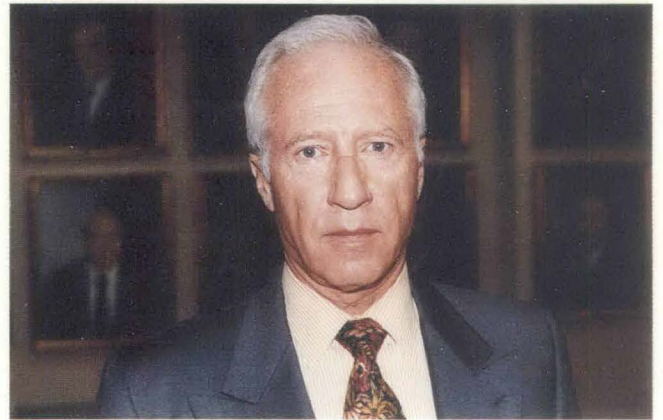
Fax : (56-2) 232.4352

Experience in :

Construction, Residential Housing
Apartment and Office Building Developments

Interest in :

Technological Innovations in
Construction of Houses,
Condominiums and Residential Buildings





PROCHILE

PROCHILE, the Export Promotion Bureau of Chile, is one of the branches of the General Direction of the International Economic Relation of the Ministry of Foreign Affairs. Its objective is to promote non-traditional Chilean exports.

PROCHILE, considering the Chilean Construction Sector development phase, which involves construction suppliers, engineering and construction companies, wishes to sponsor and participate in the First Mission of Chilean Construction Chamber, Asia '93.

Construction Sector has also been affected by structural changes of Chilean economy in the last few years. These changes include an international trade opening and the encouragement of private initiatives as an engine of economic development of the country.

Bigger engineering constructions, constructive technologies and new construction materials have been used in Asia, are an example for Chilean companies to follow.

In this opportunity, Chilean and Asian contractors will meet and get to know each other, which should result in the short time, in the performing of joint projects.

Asia PROCHILE's network:

JAPAN
KOREA
HONG - KONG
MALASYA (Chilean Embassy)
SINGAPOUR

JAPAN

Trade Office Tokio

Address: Nihon Seimei Akabanebashi BLDG, 1-4, Shiba, 3 Chome, Minato-Ku Tokio 105, Japan
Phone: (81-3) 3769-0551 /2
Fax: (81-3) 3769-4156

KOREA

Trade Office Seúl

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Phone: (82-2) 756 3966
Fax: (82-2) 756 3965

HONG - KONG

Trade Office Hong Kong

Address: Suite 1408, Great Eagle Centre, 23 Harbour Road, Wanchai
Phone: (852) 827 1790
Fax: (852) 827 1119

MALASYA

Ambassador Mr. Jaime Lagos Erazo

Address: Peti 27 Wisna Selangor Dredging West Block 8 Piso 142 C. Kuala Lumpur
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Fax: 60-3 - 261.6219

SINGAPOUR

Trade Office Singapur

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PROCHILE NETWORK

ALEMANIA

Oficina Comercial Bonn,
Dirección: Botschaft Von Chile
Kronprinzenstrasse 20 Bad Godesberg
5300 Bonn 2
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Fax: (49 - 228) 356207

Oficina Comercial Hamburgo
Dirección: Generalkonsulat von Chile
Wirtschaftsabteilung / ProChile
Kleine Reichenst. 1, IV
2000 Hamburg 11
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ARABIA SAUDITA

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ARGENTINA

Jefe Oficina Comercial Buenos Aires
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Capital Federal República Argentina
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AUSTRALIA

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National Mutual Centre.
Suite 2401 Sydney, N.S.W. 2000
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Fax: (61-2) 299-2868

BOLIVIA

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Fax: (591-2) 785032

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Fax: (55-11) 289- 4245

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Suite 801 Toronto, Ontario,
M55 1T9, Canadá
Teléfono: (1- 416) 924- 0176
Fax: (1 - 416) 924- 2627

COLOMBIA

Oficina Comercial Bogotá
Dirección: Calle 100, N°. 11B-44
Teléfono: (57-1) 215- 2462
Fax: (57-1) 214- 7990

COREA

Oficina Comercial Seúl
Dirección: Rm. 607,
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120 Namdaemunro 5-Ka,
Chung-Ku Seúl
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Fax: (82-2) 756- 3965

COSTA RICA

(Oficom para Centroamérica)
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300 Sur, 50 Este, a Mano Izquierda.
Apartado 10.102 - 1.000 San José, Costa Rica
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Fax: (506) 241634

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Fax: (34- 1) 4350413

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Fax: (1- 213) 489- 9889

Oficina Comercial Miami

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Fax: (1- 305) 374- 4270

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Fax: (1- 212) 321-1943

Oficina Comercial Washington

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Teléfono: (1-202) 4298836
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FRANCIA

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75002 Paris
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HOLANDA

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Fax: (852) 827- 1119

HUNGRÍA

Oficina Comercial Budapest
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Andrassy u. 21
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INGLATERRA

Oficina Comercial Londres
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Fax: (44- 71) 436- 5204
Telex: 25970 Embchi G

ITALIA

Oficina Comercial Milán
Dirección: Via Caminadella 2 20123 Milano
Teléfono: (39-2) 865769
Dirección: Via G.D. Romagnosi N° 18 /A, Piso 1,
Teléfono: (39-6) 321-8951
Fax : (39-6) 323-0154

JAPON

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Lomas de Chapultepec C.P. 11000, México D.F.
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Fax : (52- 5) 202- 9418

PERU

Oficina Comercial Lima
Dirección: Av. Javier Prado Oeste 790
San Isidro, Lima
Teléfono: (51- 14) 403300
Fax : (51- 14) 419413

FEDERACION RUSA

Oficina Comercial Moscú
Dirección: YL. Yunosti 11, Str, 1 Kuskovo, Moscú
Teléfono: (00- 7095) 3739571

SINGAPUR

Oficina Comercial Singapur
Dirección: 133 Cecil Street N° 11-01,
Keck Seng Tower Singapur 0106

SUDAFRICA

Oficina Comercial Johannesburgo
Dirección: 6th Floor Munich Re Centre 54 Sauer
Street, Johannesburgo 2001 P.O. Box 61534
Marshalltown 2107
Teléfono: (27- 11) 838- 5573
Fax : (27- 11) 838- 5642

SUECIA

Oficinas Comerciales Estocolmo
Dirección: Kungsgatan 56, Piso 3, S- 111 22,
Estocolmo
Teléfono : (46-8) 209111
Fax : (46- 8) 215687

VENEZUELA

Oficina Comercial Caracas
Dirección: Paseo Enrique Erazo, Edif. Torre
La Noria Piso 10, Urbanización Las Mercedes,
Teléfono: (58-2) 925364
Fax : (58-2) 911621 - 920614

TAIWAN

**Representante de la Confederación de la
Producción y del Comercio en Taipei,
Sr. Alvaro Muñoz Flores**
Dirección: Rooms 7B06-07, Twtc Bldg, 5 Hsin Yi
Road, Sec 5, Taipei 10509, Taiwan R.O.C.
Teléfono: (886-2) 723- 0329
Fax: (886- 2) 723- 0318



Cámara Chilena de la Construcción
Centro de Documentación

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PROCHILE

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