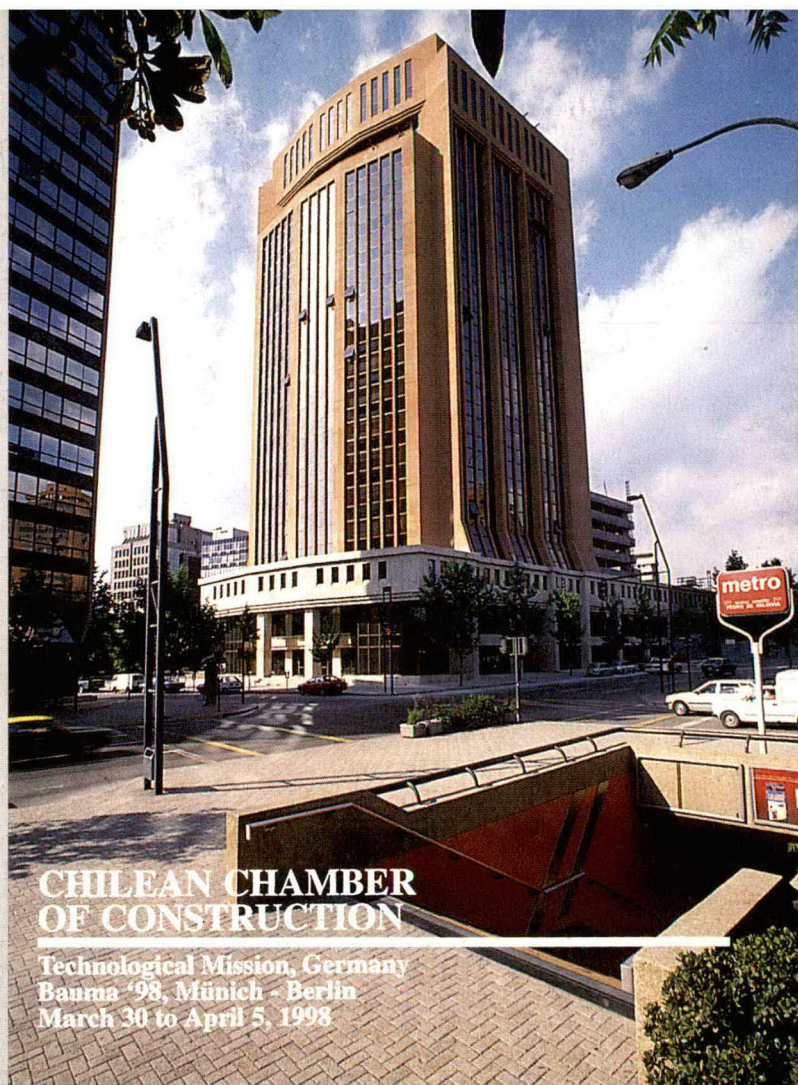


330.983
C172
1998
c.1



CHILEAN CHAMBER OF CONSTRUCTION

Technological Mission, Germany
Bauma '98, MÜNCHEN - BERLIN
March 30 to April 5, 1998

Centro de Documentación
Camara Chilena de la Construcción

Broadening Economic Frontiers

Actually, Chile is a nation that have a healthy economy with clear, consistent governmental regulation and a skilled labor force.

Imports are subject to a flat 11 - percent duty; the exchange rate is unified. These measures are part of a development strategy designed to broaden the nation's economic frontiers.

Chile is the worlds's largest copper producer and exporter, the top exporter of grapes, and the second-largest producer of salmon. It is also a major exporter of other minerals, fruit and seafood, as well as wood products and wine. Manufactured goods, professional services, and management expertise from Chile are also marketed worldwide.

An export development and promotion program carries Chilean products to all continents. By widening its market base, Chile has put its foreign trade on a stable

footing, reducing its vulnerability to economic swings elsewhere.

Today, Chile is joining the most important trading blocs in the world. In international economic negotiations it follows a policy of open regionalism, pursued precisely because the country is present in all markets and wishes to maintain this balance.

- Chilean exports grew from US\$ 4.2 billion in 1986 to US\$ 16 billion in 1995.
- Over the same period, non-copper exports rose from US\$ 2.4 billion to US\$ 9.5 billion.
- In 1995, Chile exported 3,647 products to 167 nations.
- Chilean exports are sold one third to North and South America, one third to the Asia-Pacific region, and one third to Europe.

330.983
C172
1998
c.1



**C
H
I
L
E**



CAMARA CHILENA DE LA CONSTRUCCION

CHILEAN CHAMBER OF BUILDING AND CONSTRUCTION

In this trade association, construction companies, industry experts, suppliers and specialists, coordinate and design joint plans of action. These tasks are performed by the members of the Trade Committees according to their respective activities. Its structure constitutes a Board of Directors, chosen during a National Council, which is advised by various commissions when faced with specific subjects. All of this allows us to insure effective participation in the activities and decisions of the Trade Association.

The management of the Cámara Chilena de la Construcción has a nationwide unifying effect, that is expressed by its 16 Delegations located in every region of the country.

Construction is recognized as one of the most dynamic economic activities, and the one that possesses, the greatest multiplying effect upon the development of the national productive structure. These traits, together with the responsibilities that the construction companies have assumed to reduce the housing deficit, and their vocation to community service, had left an unmistakable mark on Chilean construction activities.

Along with its technical and trade association responsibilities, the construction trade association assigns great

importance to social work. This is why, for more than 40 years, the Cámara has founded various organizations in order to cover the needs of its workers, that goes from the social security area, and health care, to education, training, and culture. All these now form part of the Social Network of the Cámara Chilena de la Construcción.

In the international scene, the Cámara Chilena de la Construcción is an active member of the Interamerican Federation of the Construction Industry, an institution integrated by the national federations of construction companies and businessmen throughout Latin America, with its main office in Mexico.

The Cámara Chilena de la Construcción, as dictated in its Declaration of Principles, approved in the National Council carried out in August 1994, was defined as a trade association that upholds the values, ethics and principles that are directed by its dedicated humanist vocation to service, which has developed its fraternal, mutually binding, democratic, and participative spirit.

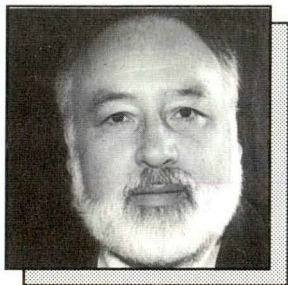
Those who join the institution must share this spirit, and anyone who does not respect these values or principles shall not remain as a member.

CONSTRUCTION INVESTMENT FORECAST 1998

SECTOR	FORECAST			
	1997	1998	97/96	98/97
	US \$ Millions 1997		Annual Rate Growth	
HOUSING	3.553	3.463	-0,3%	-2,5%
Public	529	570	1,6%	7,7%
Private	3.024	2.893	-0,6%	-4,3%
INFRASTRUCTURE	5.476	6.200	12,9%	13,2%
Public	2.330	2.996	27,0%	28,6%
Services	1.767	1.912	17,0%	8,2%
Public Firms	98	128	31,2%	29,8%
B.O.T. Projects*	464	956	85,9%	105,9%
Private	3.146	3.204	4,3%	1,8%
TOTAL CONSTRUCTION INVESTMENT	9.029	9.662	7,3%	7,0%
CONSTRUCTION GDP	4.703	5.033	7,3%	7,0%
GLOBAL GDP	79.956	84.513	6,8%	5,7%

* Include : Roads, Airports, Tunnels, Highways.

PARTICIPATING CHILEAN COMPANIES



GRACCO S.A. MISSION LEADER

**MR. SERGIO
CONTRERAS**
General Manager

Address: Benjamín 2935, 2nd floor, Santiago. Chile.
Telephone: (56-2) 246 5577
Facsimile: (56-2) 242 8850

Experience in: Engineering, representation of construction equipment and materials.

Interest in: Become familiar with new machinery and equipment technologies, with a view to expand representation criterion. Applying robotics to construction.

CAMARA CHILENA DE LA CONSTRUCCION

**MR. JUAN MANUEL
IRRAZABAL**
Mission Manager
Regional & International
Development



Address: Marchant Pereira 10, 3rd floor, Santiago. Chile.
Telephone: (56-2) 233 1131
Facsimile: (56-2) 232 7600

Association of contractor, building, industrial and specialist companies. As member of international organizations the Cámara Chilena belongs to the International Confederation of Contractors (CICCA), the Interamerican Federation for the Construction Industry (FIIC) and the Interamerican Housing Union (UNIAPRAVI).



CONSTRUCTORA CON-PAX S.A.

MR. GERARDO PALMA
Executive Director



MR. FRANCISCO CERDA
Partner

Address: Palacio Riesco 4583, Santiago. Chile.
Telephone: (56-2) 625 4545
Facsimile: (56-2) 625 4545

Experience in: Construction, Civil Works and Installation.

Interest in: Technical Improvement of Cranes, forms and equipment for the production and placing concrete Witness breakthroughs in construction materials and equipment.

CONSTRUCTORA GARDILCIC LTDA.

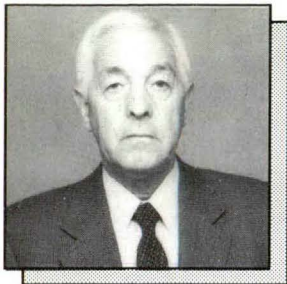


MR. RAUL GARDILCIC
General Manager

Address: Las Industrias 2611, Santiago. Chile.
Telephone: (56-2) 623 4923
Facsimile: (56-2) 623 4356

Experience in: Constructors in productive infrastructure area. Underground tunnel and timbering excavations. Civil and erection works.

Interest in: Visit to the Fair. Visit to works. Not interested in commercial contacts.



**CONSTRUCTORA
VALKO Y CIA.
LTDA.**

MR. TULIO VALPREDA
General Manager

Address: Huérfanos 835, suite 1203, Santiago. Chile.

Telephone: (56-2) 633 1239

Facsimile: (56-2) 638 4456

Experience in: Construction of road works.
Construction of water works. Construction of buildings.

Interest in: Concrete equipment. Earthwork equipment.
Paving equipment.

**EMP. CONST.
MAULEN LTDA.**

MR. NELSON GOMEZ
General Manager



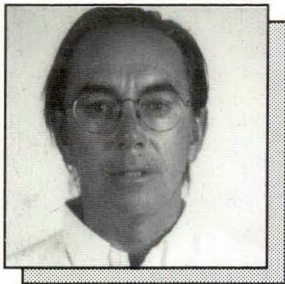
Address: Luis Thayer Ojeda 0180, suite 310, Santiago.
Chile.

Telephone: (56-2) 335 0856

Facsimile: (56-2) 231 7227

Experience in: Construction, real estate business, Hotel
Area. Education Area.

Interest in: To buy machinery, equipment and tools.
Construction systems. Taking note of new technologies
in high rise building.



**EMP. CONST.
ORMUZ LTDA.**

MR. CARLOS CORTES
Architect

Address: Presidente Errázuriz Echaurren 2631, suite 23,
Santiago. Chile.

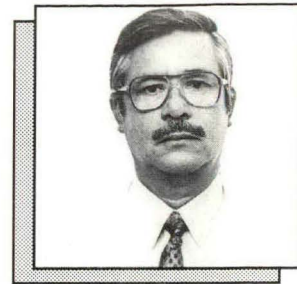
Telephone: (56-2) 232 1112

Facsimile: (56-2) 232 5195

Experience in: Low-Cost Housing Building Company.
Office and Housing Buildings.

Interest in: Become familiar with new construction
technologies equipment and materials. Visit recent-
delivery buildings and works under construction.

**FERNANDO
OCARANZA
TORRES
Y CIA. LTDA.
MR. FERNANDO J.
OCARANZA
Directing Partner**



Address: Obispo Labbé 1446, Iquique. Chile.

Telephone: (56-57) 42 5338

Facsimile: (56-57) 42 5338

Experience in: Building and Real estate Company.

Interest in: Construction Machinery.



**FORM-SCAFF
CHILE S.A.**

**MR. MICHEL
MOUCHABEK**

Director



MR. JOSE MARGOZZINI
General Manager

Address: Las Esteras 2840, Santiago. Chile.

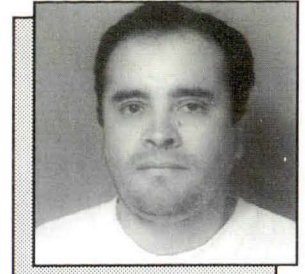
Telephone: (56-2) 624 7606

Facsimile: (56-2) 623 8122

Experience in: Lease and Sale of Metal Forms and Lever Systems.

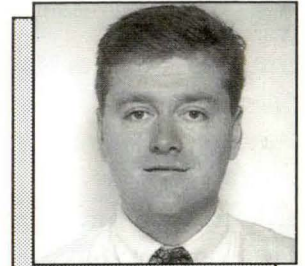
Interest in: Companies and products related with our line.

ICOM LTDA.



MR. CARLOS ROMERO

Civil Engineer



**MR. FCO. JAVIER
BERNEDO**

Civil Engineer

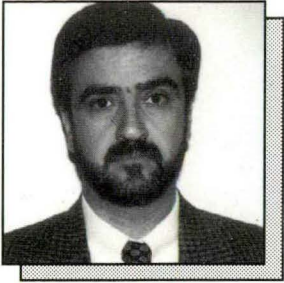
Address: San Sebastián 2780, Santiago. Chile.

Telephone: (56-2) 362 1700

Facsimile: (56-2) 231 1838

Experience in: High building.

Interest in: Construction machinery. Systems for construction. Visits on field activities.



INLAC LTDA.

MR. JUAN C. LABBÉ
General Manager

Address: Av. Santa María 2440, Santiago. Chile.
Telephone: (56-2) 234 1171
Facsimile: (56-2) 233 1853

Experience in: Civil and Industrial Works, Land Development and Sanitary Works, Earthworks.

Interest in: Earthwork Machinery. Civil Works Construction Methods such as timbering, underpinning. Nappe drawdown equipment.

K.E. LTDA.

**MR. ROBERTO
KRZIWEN**
General Manager



Address: Inmaculada 405, Puerto Montt. Chile.
Telephone: (56-65) 25 8802
Facsimile: (56-65) 25 8802

Experience in: Distribution of construction machinery.

Interest in: Contacting companies in the field of construction machinery.



MONTAJES TECSA S.A.

MR. RICARDO BINDER
General Manager

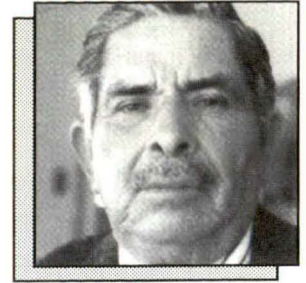
Address: Carmencita 25, 4th floor, Santiago. Chile.
Telephone: (56-2) 233 6498
Facsimile: (56-2) 246 4760

Experience in: Industrial Constructions and Installations.

Interest in: To become familiar with new construction and installation techniques, to view equipment and tools offered by foreign suppliers.

NORTE GRANDE S.A.

MR. GUIDO SANHUEZA
Owner



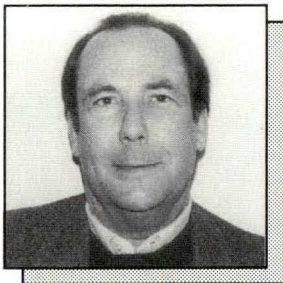
MR. LUIS SANHUEZA
Manager



Address: 14 de Febrero 2055, Antofagasta. Chile.
Telephone: (56-55) 23 8364
Facsimile: (56-55) 23 8924

Experience in: Housing prefabrication and Construction

Interest in: Frontier technology in concrete prefabricate manufacturing for housing.



**RICARDO VICUÑA
CERDA**

MR. RICARDO VICUÑA C.
General Manager



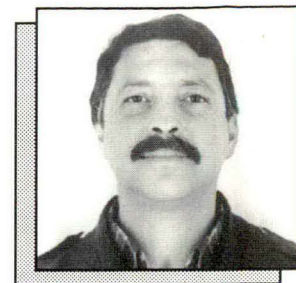
MR. RICARDO VICUÑA M.
Financing Manager

Address: Erasmo Escala 2243, Santiago. Chile.
Telephone: (56-2) 699 8190
Facsimile: (56-2) 697 0565

Experience in: Housing and building construction.

Interest in: Industrialized construction in housing precast elements.

SENEXCO LTDA.



MR. VICTOR E. GARCIA

Address: Av. Andrés Bello 2777, 28rd floor, Santiago.
Chile.

Telephone: (56-2) 203 3030

Facsimile: (56-2) 203 3031

Experience in: Construction of Buildings (housing, office, hotel). Airports and infrastructure generally.

Interest in: Machinery and elements for use in buildings and facilities according to the line of business and activity of the Company.



Cámara Chilena de la Construcción
Centro de Documentación

*Sr. Usuario: Solicitamos devolver este documento
en la última fecha indicada*

Fecha Dev.	Fecha Dev.	Fecha Dev.
.....
.....



AUTOR *CCAC*

TITULO *Tecnológica misión,
Gremio y Saena '98*

Nº TOP

Centro de Documentación
Cámara Chilena de la Construcción



0013255

CHILEAN CHAMBER OF CONSTRUCTION

Marchant Pereira 10, 3rd floor
Providencia, Santiago - CHILE
Telephone: (56-2) 233 1131
Facsimile: (56-2) 232 7600
web site: www.cchc.cl



CHILEAN-GERMAN CHAMBER
OF COMMERCE AND INDUSTRY

