

CHILE'S ROLE IN A GLOBAL MARKETPLACE

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Abstract

Overall International Climate and Trends

Chilean international trade has increased dramatically over the past several years. Annual Chilean exports increased from just over US\$ 17.4 billion in 2002 to over \$69.5 billion in 2008. The ten countries receiving the largest amount of Chilean exports currently include (in descending order):

2008	
Country or Trade Bloc	FOB Origin
People's Republic of China	US\$ 9.851.200.023
United States	US\$ 7.793.538.160
Japan	US\$ 7.230.913.978
Netherlands	US\$ 4.242.954.877
Brazil	US\$ 4.164.543.124
South Korea	US\$ 3.881.405.923
Italy	US\$ 3.404.122.124
France	US\$ 2.277.474.970
Mexico	US\$ 2.217.846.827
Spain	US\$ 1.978.402.117

The most significant gains were realized in The People's Republic of China, United States, Japan, The Netherlands, Brazil, and South Korea. Chilean import activity continues to grow as well. In 2008, the most imported good was *distilled combustible gases* from the United States in the amount of US\$ 3.058.129.080. Combustible gases and other unrefined petroleum products were major imports from the United States, Japan, Brazil, and South Korea. Other significant imports included *portable digital automatic data processing machines, cellular telephones, and small motor vehicles*. The data and types of goods being imported suggest more expansion and increased reliance on international commerce. The year 2009 may prove to be an exception, but that is yet to be seen.

Chambers of Commerce and Other International Commerce Bodies

The largest and most significant organization facilitating international commerce with Chile is Pro | Chile (ProChile). They have worldwide reach and offices in major cities in North, South, and Central America, the Middle East, Europe, and Asia Pacific. Besides Pro | Chile, there are a few Chile-specific international chambers of commerce in places such as China, United States, and Australia. Spain, Brazil, and other Latin countries are involved with Latin chambers. Notably lacking Chile-specific chambers of commerce are Japan and the Netherlands. Considering the size of the market and the amount of international trade with Chile, this is surprising. However, this may be an open the doors to explore additional opportunities in these markets (i.e. creating strategic alliances or establishing a Chilean chamber), thereby creating a strong foothold in those countries. In the meantime, Pro | Chile has offices that can be act as resources in foreign countries.

People's Republic of China

Overview:

People's Republic of China has made the most significant gains in international trade with Chile. In 2008, China surpassed the United States to become the largest exporter to Chile in dollars, ending its several year reign. The imports from China are concentrated in electronics, construction materials, clothing, chemicals, and small motor vehicles. There is a Chilean-specific chamber of commerce. To check it out, follow this link <http://www.chileanchamber.cn>.

Pro | Chile Information:

Location	Commercial Director	Address	Phone Number
Beijing	Mario Ignacio Artaza	Dong Si Jie, Sanlitun 100600, Beijing	+86 (10) 6532-5857
Hong Kong	Guillermo Garrido Montecinos	Unit 1712, West Tower, Shun Tak Centre, 168 - 200 Connaught Road Central	+852 (0) 2827-0598
Shanghai	Alberto Cañas Salinas	2299 Yan An Wet Road, Room 1712, Shanghaiart Tower, 200336 Shanghai, PR China	+86 (21) 623-60770

Top Imports from China:

China - Products imported by all Chilean companies.			
HS Code	Description	Amount	
8.471.300.000	Portable digital automatic data processing machines, weighing not more than 10 kg, consisting of at least a central processing unit, a keyboard, and a display.	US\$	289.631.587
8.517.120.000	Telephones for cellular networks and other wireless networks	US\$	153.856.258
7.228.300.000	Other bars and rods not further worked than hot-rolled, hot drawn, or extruded.	US\$	96.672.589
7.305.310.000	Other tubes and pipes having internal and external circular cross-sections with external diameter exceeding 406.4 MM welded lengthwise	US\$	83.154.169
7.208.510.000	Other tubes and pipes not in coils not further worked than hot-rolled of a thickness.	US\$	68.067.910
6.109.101.100	T-shirts, knitted or crocheted, of cotton, for men and women.	US\$	66.368.780
8.528.511.100	Monitor LCD	US\$	61.080.092
3.102.100.000	Urea, whether or not in aqueous solution	US\$	60.445.392
2.807.000.000	Sulfuric Acid; Oleum	US\$	58.146.126
8.703.239.100	Motor vehicle of a cylinder capacity not exceeding 2,000 CC	US\$	54.343.377

United States

Overview:

The United States lost its position as the top importer from Chile in 2008. However, it is still a major player in the international trade with Chile and does have the largest single exported product to Chile, distilled combustible gases. Between 2007 and 2008, the total amount of goods imported by the United States from Chile decreased slightly. However, the amount of goods exported by the United States to Chile increased by more than US\$ 3 billion.

Pro | Chile Information:

United States			
Location	Commercial Director	Address	Phone Number
Chicago	Carolina Ordeñez	1415 North Dayton St. - 2nd Floor, Chicago 60642, IL - Box 120	+01 (312) 654-8780
Los Angeles	Viviana Araneda	6100 Wilshire Blvd. Suite 1260, Los Angeles, CA 90048	+01 (323) 932-7200
Miami	Cecilia Arroyo Albala	800 Brickell Avenue, Suite 900, Miami, Florida 33131	+01 (305) 374-0697
New York	Alejandro Cerda	866 United Nations Plaza, Suite 603, New York, New York 10017	+01 (212) 207-3266
D.C.	Alejandro Buvinic	1732 Massachusetts Avenue, NW. Washington D.C. 20036	+01 (202) 530-4121

Top Imports from United States:

United States - Products imported by all Chilean companies.			
HS Code	Description	Amount	
2.710.194.000	Distilled Combustible Oils (Gasoline, Diesel)	US\$	3.058.129.080
8.704.109.000	Other dumpers designed for off-road network.	US\$	349.491.340
2.710.112.300	Gasoline for vehicles, unleaded, 97 octane.	US\$	240.141.566
2.710.195.100	Heavy residual fuel oil, fuel oil 6.	US\$	157.223.052
1.001.900.000	Other wheat and meslin	US\$	150.249.382
2.710.196.100	Basic oils.	US\$	121.757.538
2.909.191.000	Electric turbines powered by gas.	US\$	105.198.398
2.710.196.100	Methyl tertiary butyl ether, halogenated, sulfonated, nitrated or nitronated.	US\$	104.067.890
2.909.191.000	Fuels for jet engines.	US\$	97.825.540
4.011.691.000	Other tires with high relieve in the form of angle and the like, of a kind used in dumpers and other vehicles for mining.	US\$	97.208.540

Japan

Overview:

Japan has maintained their position as a major exporter and importer of goods to and from Chile for several years. They have remained just behind the United States for the past 8 years. Top imports include combustible gases, automobiles, and chemicals.

Pro | Chile Information:

Japan			
Location	Commercial Director	Address	Phone Number
Tokyo	Herman Beck	7F, Nihonseimeiakabanebashi Bldg., 3-1-	+81 (3) 3769-0051 / 2

Top Imports from Japan:

Japan - Products imported by all Chilean companies.		
HS Code	Description	Amount
2.710.194.000	Distilled Combustible Oils (Gasoline, Diesel)	US\$ 688.557.874
8.703.239.100	Cars, with a cylinder capacity exceeding 1500 cm ³ but not exceeding 3000 cm ³ .	US\$ 313.084.144
8.703.229.100	Cars, with a cylinder capacity exceeding 1000 cm ³ but not exceeding 1500 cm ³ .	US\$ 241.103.284
2.710.193.000	Fuels for jet engines.	US\$ 160.163.670
8.704.212.100	Trucks with a payload capacity exceeding 500 kilograms, but not exceeding 2000 kilograms.	US\$ 109.718.840
8.704.227.100	Chassis cabs for transportation of goods, with payload capacity exceeding 2000 kilos, truck driving, total laden weight exceeding 5 but less than or equal to 20 tons.	US\$ 67.682.872
8.429.521.000	Excavators, revolving superstructure 360 degrees.	US\$ 66.470.617
2.807.000.000	Sulphuric acid; oleum	US\$ 62.646.689
8.703.249.100	Cars, with a cylinder capacity exceeding 3000 cm ³ .	US\$ 54.081.913
8.402.119.000	Other boilers producing more than 45 tons of steam per hours.	US\$ 51.939.844

Netherlands

Overview:

The main products Chile imports from the Netherlands are pharmaceuticals and furniture. The numbers appear small when compared to Japan, United States, and China, however, the Netherlands are still one of the largest exporters of pharmaceutical products to Chile.

Pro | Chile Information:

Netherlands			
Location	Commercial Director	Address	Phone Number
Holland	Jimena Castillo	Raamweg 2, La Haya	+31 (70) 364-5252

Top Imports from the Netherlands:

Netherlands - Products imported by all Chilean companies.			
HS Code	Description	Amount	
3.004.901.000	Other therapeutic or prophylactic medications for use in humans	US\$	10.670.370
2.208.700.000	Liquors	US\$	5.134.927
8.537.109.000	Other tables, panels, consoles, cabinets and other bases, equipped with apparatus of heading 85.35 or 85.36 for electric control or distribution of electricity, including those incorporating instruments of apparatus of chapter 90 ...	US\$	5.109.136
3.002.200.000	Vaccines for human medicine.	US\$	5.070.161
2.106.909.000	Other food preparations not elsewhere specified or included.	US\$	4.825.061
2.309.903.000	Feeding milk replacer for calves, sheep, goats, or horses, put up for retail sale.	US\$	4.668.995
9.508.909.000	The other carousels, shooting galleries and other fairground attractions and traveling theaters.	US\$	3.896.470
2.905.161.000	2 - ethylhexanol	US\$	3.639.433
8.427.201.600	self-propelled trucks, forklifts, front-loading and rear driving grounded (called counterbalance) with diesel engine, with lifting capacity exceeding 2000 kilos.	US\$	3.499.696
8.419.899.000	Other machinery plant and equipment for the treatment of materials.	US\$	3.488.166

Brazil

Overview:

Brazil has made tremendous progress as of late. Within the past three years, Brazil has become a major player in the technology industry. Chipping away at some of the Chinese marketplace in LCD TV's, cellular phones, and other electronic devices, they definitely have a growing market that shows great promise. Also, given that Portuguese is the second fastest growing language in Europe, an increasingly global marketplace, and Brazil's economic development, they are an emerging market ready to take off.

Pro | Chile Information:

Brazil			
Location	Commercial Director	Address	Phone Number
Sao Paulo	Ricardo Moyano Monreal	Av. Paulista 1009, Piso CJ 1604, Cp 01311-919, Sao Paulo	+55 (11) 3251-1578 +55 (11) 3289-4245

Top Imports from Brazil:

Brazil - Products imported by all Chilean companies.		
HS Code	Description	Amount
2.709.002.000	Crude oils obtained from bituminous minerals with degrees api equal to or exceeding 25 degrees.	US\$ 1.002.283.399
2.709.001.000	Crude oils obtained from bituminous minerals with degrees api less than 25 degrees.	US\$ 711.822.752
8.702.109.100	Other vehicles to transport 10 or more persons including the driver, engine piston compression ignition (diesel or semi-diesel)	US\$ 272.713.246
8.517.120.000	Telephones for cellular networks and other wireless networks	US\$ 182.129.592
7.208.390.000	Other in coils not further worked than hot-rolled of a thickness of...	US\$ 108.088.332
8.703.239.100	Cars, with a cylinder capacity exceeding 1500 cm ³ but not exceeding 3000 cm ³ .	US\$ 102.691.107
8.704.235.100	Chassis cabs for transportation of goods, with payload capacity exceeding 2000 kilos, truck driving, total laden weight exceeding 5 but more than 20 tons.	US\$ 88.371.800
8.704.227.100	Chassis cabs for transportation of goods, with payload capacity exceeding 2000 kilos, truck driving, total laden weight exceeding 5 but less than or equal to 20 tons.	US\$ 81.036.709
8.701.202.000	Road tractors for semi-diesel engine power exceeding 200 hp.	US\$ 74.772.282
3.901.200.000	Polyethylene having a specific gravity of 0.94 or more.	US\$ 62.777.711

South Korea

Overview:

South Korea has seen an almost US\$ 3 billion increase in the amount of imports from Chile since 2002. Although further research is necessary to support (or disprove) this claim, it appears as the dependency between Chile and South Korea is increasing. South Korea imported close to US\$ 4 billion from Chile while exported over US\$ 1 billion in combustible gases.

Pro | Chile Information:

South Korea			
Location	Commercial Director	Address	Phone Number
Seoul	Hernán Gutierrez	18th. Coryo Daeyungak Tower, 25-5, Ch	+82-2 775-1246~8

Top Imports from South Korea:

South Korea - Products imported by all Chilean companies.		
HS Code	Description	Amount
2.710.194.000	Distilled Combustible Oils (Gasoline, Diesel)	US\$ 1.306.555.480
8.703.239.100	Cars, with a cylinder capacity exceeding 1500 cm ³ but not exceeding 3000 cm ³ .	US\$ 232.435.307
8.703.229.100	Cars, with a cylinder capacity exceeding 1000 cm ³ but not exceeding 1500 cm ³ .	US\$ 161.533.022
8.703.329.100	Cars with piston engine (diesel or semi-diesel), with cylinder capacity exceeding 1500 cm ³ but less than, or equal to, 2500 cm ³ .	US\$ 106.418.737
8.402.119.000	Boilers producing mer than 45 tons of vapor (steam) per hour.	US\$ 86.102.210
8.517.120.000	Telephones for cellular networks and other wireless networks	US\$ 76.546.433
3.901.200.000	Polyethylene having a specific gravity of 0.94 or more.	US\$ 74.760.953
2.807.000.000	Sulphuric acid, oleum	US\$ 67.287.553
8.704.212.100	Trucks with a payload capacity exceeding 500 kilograms, but not exceeding 2000 kilograms.	US\$ 53.620.215
2.710.193.000	Fuels for jet engines.	US\$ 40.559.587

Italy

Overview:

Italy, another smaller market by sheer numbers, is important because of the specialized machinery that Chile imports from them. Italy is becoming crucial to the sustainability of Chilean agriculture and farming.

Pro | Chile Information:

Italy			
Location	Commercial Director	Address	Phone Number
Milan	Regina Rodríguez	Passaggio degli Osii, 2-20123 Milán	+39 (02) 864-093
Rome	Regina Rodríguez	Via Po N° 23, 00198 Roma, Italia	+39 (06) 84409-1209

Top Imports from Italy:

Italy - Products imported by all Chilean companies.		
HS Code	Description	Amount
8.701.901.100	Wheeled farm tractors.	US\$ 22.949.775
8.479.899.000	Other specialized machinery and equipment.	US\$ 17.561.656
8.406.810.000	Other turbines of power exceeding 40 mw.	US\$ 16.079.027
8.413.700.000	Other centrifugal pumps.	US\$ 14.473.437
3.004.901.000	Other therapeutic or prophylactic medications for use in humans.	US\$ 13.550.317
8.422.400.000	Packing and wrapping machines.	US\$ 9.936.869
8.429.599.000	Other mechanical shovels, excavators, loaders, self-propelled.	US\$ 9.630.820
2.309.909.000	Other preparations of a ind used in animal feeding.	US\$ 9.504.809
8.481.809.900	Other appliances and similar bodies, except those mentioned above.	US\$ 7.904.532
8.501.649.000	Other AC generators.	US\$ 7.498.831

France

Overview:

Chile receives much of the barrels used to distill wine from France. The Chilean wine export industry is among the largest in the world. Foreign wine importers and connoisseurs have recently taken a greater interest in the Chilean market. Although wine exporting doesn't show up often in the big "industry" data tables, it is a growing market that will need legal protection and business consulting.

Pro | Chile Information:

France			
Location	Commercial Director	Address	Phone Number
Paris	Roberto Paiva Reinerio	4 Rue de la Paix, 75002, Paris	+33 (1) 5504-8888

Top Imports from France:

France - Products imported by all Chilean companies.			
HS Code	Description	Amount	
8.502.139.000	Other sets with piston engines of compression ignition of an output exceeding 375 kva.	US\$	111.118.760
3.204.191.000	Beta-carotene and other carotenoid coloring matter.	US\$	47.695.368
8.704.211.100	Wagons with higher payload capacity of 500 kilos, but not exceeding 2000 kilos.	US\$	36.566.267
8.703.239.100	Cars, with a cylinder capacity exceeding 1500 cm ³ but not exceeding 3000 cm ³ .	US\$	34.611.157
3.004.901.000	Other therapeutic or prophylactic medications for use in humans.	US\$	30.381.906
4.416.001.000	Barrels, vats, tubs, and jars.	US\$	29.021.657
8.704.235.100	Chassis cabs for transportation of goods, with payload capacity exceeding 2000 kilos for highway trucks, total load weight exceedig 20 tons.	US\$	20.405.567
8.703.329.100	Cars with piston engine (diesel or semi-diesel), with cylinder capacity exceeding 1500 cm ³ but less than, or equal to, 2500 cm ³ .	US\$	19.318.654
3.303.000.000	Perfumes and colognes.	US\$	15.826.031
8.705.309.000	Other fire trucks.	US\$	11.072.317

Mexico

Overview:

Mexico is in a special position in that its culture is simultaneously very North American and very Latin. Their unique position and size make it home for the Latin American headquarters of many foreign companies. Building a stronger connection with them could indirectly bring business from other foreign companies.

Pro | Chile Information:

Mexico			
Location	Commercial Director	Address	Phone Number
Mexico City	Por definir	Andrés Bello 10, Piso 18, Colonia Poanco 11560, México D.F.	+52 (55) 5280-9702
Guadalajara	Ivy Chávez	Avenida Terranova #1445, Dpto. #10, Colonia, Providencia CP44630	+52 (33) 3642-4166

Top Imports from Mexico:

Mexico - Products imported by all Chilean companies.		
HS Code	Description	Amount
8.517.120.000	Telephones for cellular networks and other wireless networks	US\$ 297.559.665
2.613.901.000	Molybdenum concentrates not roasted.	US\$ 131.358.096
8.528.722.000	Other devices in color television receivers, of liquid crystal	US\$ 107.696.069
3.103.103.000	Triple superphosphates	US\$ 77.152.947
8.703.239.100	Cars, with a cylinder capacity exceeding 1500 cm ³ but not exceeding 3000 cm ³ .	US\$ 73.069.559
8.701.202.000	Road tractors for semi-diesel engine power exceeding 200 hp.	US\$ 70.956.302
7.207.200.000	Iron and non-alloy steel containing by weight 0.25% or more of carbon.	US\$ 54.975.712
7.214.200.000	Other bars and rods of iron or non-alloy steel hot-extruded containing indentation ribs, grooves, or other deformations produced during the rolling process or twisted after rolling.	US\$ 50.028.751
2.613.101.000	Molybdenite concentrates roasted.	US\$ 34.955.130
8.471.500.000	Digital processing units excepting those in subheading 847141 and...	US\$ 30.613.881

Spain

Overview:

Spain has a great interest in Chile and has an active chamber of commerce (Cámara Oficial Española de Comercio de Chile) located in Santiago. They have quadrupled their spending in the Chilean market since 2002, and show no sign of slowing the trend any time soon. Information on their chamber can be found at <http://www.camaco.es>.

Pro | Chile Information:

Spain			
Location	Commercial Director	Address	Phone Number
Madrid	Patricia Braniff Duffau	Velázquez N° 80, 1ª izquierda. 28001 Madrid	+34 (91) 435-7834

Top Imports from Brazil:

Spain - Products imported by all Chilean companies.		
HS Code	Description	Amount
4.011.691.000	Other tires with high relieve in the form of angle and the like, of a kind used in dumpers and other vehicles for mining.	US\$ 45.330.690
8.544.499.100	Copper electrical conductors for a voltage exceeding 80 V.	US\$ 30.155.713
8.704.211.100	Vans with a payload capacity exceeding 500 kilos, but not exceeding 2000 kilos.	US\$ 26.579.606
7.214.200.000	Other bars and rods of iron or non-alloy steel hot-extruded containing indentation ribs, grooves, or other deformations produced during the rolling process or twisted after rolling.	US\$ 25.476.095
8.481.809.900	Other appliances and the like, except those mentioned above.	US\$ 18.455.154
8.503.009.000	Other parts suitable for use solely or principally the machines of heading 8501 and 8502.	US\$ 15.100.737
3.004.901.000	Other therapeutic or prophylactic medications for use in humans.	US\$ 14.674.255
8.479.899.000	Other specialized machinery and equipment.	US\$ 14.228.584
4.901.993.900	Other books of literature in general.	US\$ 13.304.364
8.703.329.100	Cars with piston engine (diesel or semi-diesel), with cylinder capacity exceeding 1500 cm ³ but less than, or equal to, 2500 cm ³ .	US\$ 11.439.297

APPENDICES

Top Importers by Country

2002		
Country or Trade Bloc		FOB
United States	US\$	3.483.042.580
Japan	US\$	1.927.900.989
People's Republic of China	US\$	1.224.822.439
Mexico	US\$	909.437.287
Italy	US\$	856.161.570
England	US\$	797.617.496
South Korea	US\$	714.354.217
Brazil	US\$	694.067.442
France	US\$	630.864.500
Netherlands	US\$	534.357.012
Taiwan	US\$	530.122.326
Peru	US\$	465.733.997
Germany	US\$	422.477.455
Spain	US\$	389.433.237
Colombia	US\$	274.528.636
Canada	US\$	262.574.000
Ecuador	US\$	250.983.989
Argentina	US\$	232.857.192
Belgium	US\$	227.969.838
Venezuela	US\$	206.675.001

2003		
Country or Trade Bloc		FOB
United States	US\$	3.467.865.439
Japan	US\$	2.237.212.632
People's Republic of China	US\$	1.836.065.120
South Korea	US\$	1.013.993.405
Mexico	US\$	920.870.535
Italy	US\$	904.690.121
Brazil	US\$	839.002.177
Netherlands	US\$	770.442.353
France	US\$	733.204.923
England	US\$	690.367.525
Germany	US\$	592.134.204
Taiwan	US\$	582.273.916
Spain	US\$	477.516.086
Peru	US\$	425.579.484
Canada	US\$	414.080.387
Argentina	US\$	323.684.349
Ecuador	US\$	293.473.018
Fuel and Lubricants for Foreign Vessels	US\$	285.817.378
Colombia	US\$	284.143.315
Belgium	US\$	272.152.122

2004		
Country or Trade Bloc		FOB
United States	US\$	4.568.778.545
Japan	US\$	3.696.577.503
People's Republic of China	US\$	3.212.197.766
South Korea	US\$	1.804.244.448
Netherlands	US\$	1.653.869.315
Brazil	US\$	1.402.639.714
Italy	US\$	1.338.751.763
Mexico	US\$	1.304.230.612
France	US\$	1.286.514.332
Taiwan	US\$	957.380.273
Germany	US\$	901.490.428
England	US\$	856.643.185
Canada	US\$	777.623.546
Spain	US\$	730.059.151
Peru	US\$	526.243.068
Argentina	US\$	447.799.431
India	US\$	426.032.588
Fuel and Lubricants for Foreign Vessels	US\$	354.173.640
Belgium	US\$	328.726.917
Ecuador	US\$	322.700.374

2005		
Country or Trade Bloc		FOB
United States	US\$	6.247.951.893
Japan	US\$	4.535.777.210
People's Republic of China	US\$	4.389.816.833
Netherlands	US\$	2.300.847.279
South Korea	US\$	2.210.895.131
Brazil	US\$	1.728.953.454
Italy	US\$	1.658.172.833
Mexico	US\$	1.582.077.547
France	US\$	1.387.339.137
Taiwan	US\$	1.282.144.405
Canada	US\$	1.069.017.000
Spain	US\$	963.065.593
Germany	US\$	930.720.808
Peru	US\$	724.785.435
Argentina	US\$	626.124.548
England	US\$	615.976.117
Fuel and Lubricants for Foreign Vessels	US\$	523.850.347
India	US\$	493.023.011
Belgium	US\$	376.818.862
Venezuela	US\$	358.381.068

2006		
Country or Trade Bloc		FOB
United States	US\$	8.940.341.821
Japan	US\$	6.038.095.682
People's Republic of China	US\$	4.934.153.435
Netherlands	US\$	3.814.643.015
South Korea	US\$	3.405.208.748
Italy	US\$	2.812.401.188
Brazil	US\$	2.758.438.255
France	US\$	2.411.621.325
Mexico	US\$	2.287.917.269
Germany	US\$	1.758.657.728
Taiwan	US\$	1.533.092.121
India	US\$	1.489.161.152
Spain	US\$	1.380.096.404
Canada	US\$	1.288.739.333
Peru	US\$	931.718.689
Argentina	US\$	768.933.639
Belgium	US\$	731.628.842
Fuel and Lubricants for Foreign Vessels	US\$	714.195.392
England	US\$	664.608.261
Venezuela	US\$	491.950.651

2007		
Country or Trade Bloc		FOB
People's Republic of China	US\$	9.950.418.626
United States	US\$	8.419.580.355
Japan	US\$	7.091.671.831
Netherlands	US\$	3.909.070.693
South Korea	US\$	3.849.251.503
Italy	US\$	3.454.696.791
Brazil	US\$	3.356.203.264
France	US\$	2.389.762.331
Mexico	US\$	2.367.824.679
India	US\$	2.211.450.502
Taiwan	US\$	1.749.354.936
Germany	US\$	1.660.908.644
Spain	US\$	1.338.059.264
Canada	US\$	1.200.954.495
Peru	US\$	1.033.691.074
Argentina	US\$	877.131.638
Venezuela	US\$	865.578.900
Belgium	US\$	755.282.071
Fuel and Lubricants for Foreign Vessels	US\$	743.602.132
England	US\$	678.588.004

2008		
Country or Trade Bloc		FOB
People's Republic of China	US\$	9.851.200.023
United States	US\$	7.793.538.160
Japan	US\$	7.230.913.978
Netherlands	US\$	4.242.954.877
Brazil	US\$	4.164.543.124
South Korea	US\$	3.881.405.923
Italy	US\$	3.404.122.124
France	US\$	2.277.474.970
Mexico	US\$	2.217.846.827
Spain	US\$	1.978.402.117
Taiwan	US\$	1.957.985.614
Germany	US\$	1.815.307.442
India	US\$	1.743.618.981
Peru	US\$	1.488.128.044
Canada	US\$	1.414.570.937
Venezuela	US\$	1.252.702.802
Fuel and Lubricants for Foreign Vessels	US\$	1.129.979.532
Argentina	US\$	1.108.175.902
Belgium	US\$	775.723.662
Colombia	US\$	733.825.733

2009		
Country or Trade Bloc		FOB
People's Republic of China	US\$	6.692.041.602
United States	US\$	3.854.453.402
Japan	US\$	2.616.123.184
South Korea	US\$	1.682.670.304
Brazil	US\$	1.455.060.974
Netherlands	US\$	1.218.787.638
Mexico	US\$	948.510.255
France	US\$	794.906.855
Peru	US\$	768.910.713
Germany	US\$	767.296.020
Taiwan	US\$	750.206.604
Italy	US\$	728.369.452
Canada	US\$	697.348.150
Spain	US\$	683.317.662
Belgium	US\$	537.284.218
Venezuela	US\$	534.194.481
Argentina	US\$	531.458.431
India	US\$	499.579.500
England	US\$	402.361.743
Colombia	US\$	376.199.469

Top Chilean Imports by Country

China - Products imported by all Chilean companies.		
HS Code	Description	Amount
8.471.300.000	Portable digital automatic data processing machines, weighing not more than 10 kg, consisting of at least a central processing unit, a keyboard, and a display.	US\$ 289.631.587
8.517.120.000	Telephones for cellular networks and other wireless networks	US\$ 153.856.258
7.228.300.000	Other bars and rods not further worked than hot-rolled, hot drawn, or extruded.	US\$ 96.672.589
7.305.310.000	Other tubes and pipes having internal and external circular cross-sections with external diameter exceeding 406.4 MM welded lengthwise	US\$ 83.154.169
7.208.510.000	Other tubes and pipes not in coils not further worked than hot-rolled of a thickness.	US\$ 68.067.910
6.109.101.100	T-shirts, knitted or crocheted, of cotton, for men and women.	US\$ 66.368.780
8.528.511.100	Monitor LCD	US\$ 61.080.092
3.102.100.000	Urea, whether or not in aqueous solution	US\$ 60.445.392
2.807.000.000	Sulfuric Acid; Oleum	US\$ 58.146.126
8.703.239.100	Motor vehicle of a cylinder capacity not exceeding 2,000 CC	US\$ 54.343.377

United States - Products imported by all Chilean companies.		
HS Code	Description	Amount
2.710.194.000	Distilled Combustible Oils (Gasoline, Diesel)	US\$ 3.058.129.080
8.704.109.000	Other dumpers designed for off-road network.	US\$ 349.491.340
2.710.112.300	Gasoline for vehicles, unleaded, 97 octane.	US\$ 240.141.566
2.710.195.100	Heavy residual fuel oil, fuel oil 6.	US\$ 157.223.052
1.001.900.000	Other wheat and meslin	US\$ 150.249.382
2.710.196.100	Basic oils.	US\$ 121.757.538
2.909.191.000	Electric turbines powered by gas.	US\$ 105.198.398
2.710.196.100	Methyl tertiary butyl ether, halogenated, sulfonated, nitrated or nitrosated.	US\$ 104.067.890
2.909.191.000	Fuels for jet engines.	US\$ 97.825.540
4.011.691.000	Other tires with high relieve in the form of angle and the like, of a kind used in dumpers and other vehicles for mining.	US\$ 97.208.540

Japan - Products imported by all Chilean companies.		
HS Code	Description	Amount
2.710.194.000	Distilled Combustible Oils (Gasoline, Diesel)	US\$ 688.557.874
8.703.239.100	Cars, with a cylinder capacity exceeding 1500 cm3 but not exceeding 3000 cm3.	US\$ 313.084.144
8.703.229.100	Cars, with a cylinder capacity exceeding 1000 cm3 but not exceeding 1500 cm3.	US\$ 241.103.284
2.710.193.000	Fuels for jet engines.	US\$ 160.163.670
8.704.212.100	Trucks with a payload capacity exceeding 500 kilograms, but not exceeding 2000 kilograms.	US\$ 109.718.840
8.704.227.100	Chassis cabs for transportation of goods, with payload capacity exceeding 2000 kilos, truck driving, total laden weight exceeding 5 but less than or equal to 20 tons.	US\$ 67.682.872
8.429.521.000	Excavators, revolving superstructure 360 degrees.	US\$ 66.470.617
2.807.000.000	Sulphuric acid; oleum	US\$ 62.646.689
8.703.249.100	Cars, with a cylinder capacity exceeding 3000 cm3.	US\$ 54.081.913
8.402.119.000	Other boilers producing more than 45 tons of steam per hours.	US\$ 51.939.844

Netherlands - Products imported by all Chilean companies.		
HS Code	Description	Amount
3.004.901.000	Other therapeutic or prophylactic medications for use in humans	US\$ 10.670.370
2.208.700.000	Liquors	US\$ 5.134.927
8.537.109.000	Other tables, panels, consoles, cabinets and other bases, equipped with apparatus of heading 85.35 or 85.36 for electric control or distribution of electricity, including those incorporating instruments of apparatus of chapter 90 ...	US\$ 5.109.136
3.002.200.000	Vaccines for human medicine.	US\$ 5.070.161
2.106.909.000	Other food preparations not elsewhere specified or included.	US\$ 4.825.061
2.309.903.000	Feeding milk replacer for calves, sheep, goats, or horses, put up for retail sale.	US\$ 4.668.995
9.508.909.000	The other carousels, shooting galleries and other fairground attractions and traveling theaters.	US\$ 3.896.470
2.905.161.000	2 - ethylhexanol	US\$ 3.639.433
8.427.201.600	self-propelled trucks, forklifts, front-loading and rear driving grounded (called counterbalance) with diesel engine, with lifting capacity exceeding 2000 kilos.	US\$ 3.499.696
8.419.899.000	Other machinery plant and equipment for the treatment of materials.	US\$ 3.488.166

Brazil - Products imported by all Chilean companies.		
HS Code	Description	Amount
2.709.002.000	Crude oils obtained from bituminous minerals with degrees api equal to or exceeding 25 degrees.	US\$ 1.002.283.399
2.709.001.000	Crude oils obtained from bituminous minerals with degrees api less than 25 degrees.	US\$ 711.822.752
8.702.109.100	Other vehicles to transport 10 or more persons including the driver, engine piston compression ignition (diesel or semi-diesel)	US\$ 272.713.246
8.517.120.000	Telephones for cellular networks and other wireless networks	US\$ 182.129.592
7.208.390.000	Other in coils not further worked than hot-rolled of a thickness of...	US\$ 108.088.332
8.703.239.100	Cars, with a cylinder capacity exceeding 1500 cm3 but not exceeding 3000 cm3.	US\$ 102.691.107
8.704.235.100	Chasis cabs for transportation of goods, with payload capacity exceeding 2000 kilos, truck driving, total laden weight exceeding 5 but more than 20 tons.	US\$ 88.371.800
8.704.227.100	Chasis cabs for transportation of goods, with payload capacity exceeding 2000 kilos, truck driving, total laden weight exceeding 5 but less than or equal to 20 tons.	US\$ 81.036.709
8.701.202.000	Road tractors for semi-diesel engine power exceeding 200 hp.	US\$ 74.772.282
3.901.200.000	Polyethylene having a specific gravity of 0.94 or more.	US\$ 62.777.711

South Korea - Products imported by all Chilean companies.		
HS Code	Description	Amount
2.710.194.000	Distilled Combustible Oils (Gasoline, Diesel)	US\$ 1.306.555.480
8.703.239.100	Cars, with a cylinder capacity exceeding 1500 cm3 but not exceeding 3000 cm3.	US\$ 232.435.307
8.703.229.100	Cars, with a cylinder capacity exceeding 1000 cm3 but not exceeding 1500 cm3.	US\$ 161.533.022
8.703.329.100	Cars with piston engine (diesel or semi-diesel), with cylinder capacity exceeding 1500 cm3 but less than, or equal to, 2500 cm3.	US\$ 106.418.737
8.402.119.000	Boilers producing mer than 45 tons of vapor (steam) per hour.	US\$ 86.102.210
8.517.120.000	Telephones for cellular networks and other wireless networks	US\$ 76.546.433
3.901.200.000	Polyethylene having a specific gravity of 0.94 or more.	US\$ 74.760.953
2.807.000.000	Sulphuric acid, oleum	US\$ 67.287.553
8.704.212.100	Trucks with a payload capacity exceeding 500 kilograms, but not exceeding 2000 kilograms.	US\$ 53.620.215
2.710.193.000	Fuels for jet engines.	US\$ 40.559.587

Italy - Products imported by all Chilean companies.		
HS Code	Description	Amount
8.701.901.100	Wheeled farm tractors.	US\$ 22.949.775
8.479.899.000	Other specialized machinery and equipment.	US\$ 17.561.656
8.406.810.000	Other turbines of power exceeding 40 mw.	US\$ 16.079.027
8.413.700.000	Other centrifugal pumps.	US\$ 14.473.437
3.004.901.000	Other therapeutic or prophylactic medications for use in humans.	US\$ 13.550.317
8.422.400.000	Packing and wrapping machines.	US\$ 9.936.869
8.429.599.000	Other mechanical shovels, excavators, loaders, self-propelled.	US\$ 9.630.820
2.309.909.000	Other preparations of a ind used in animal feeding.	US\$ 9.504.809
8.481.809.900	Other appliances and similar bodies, except those mentioned above.	US\$ 7.904.532
8.501.649.000	Other AC generators	US\$ 7.498.831

France - Products imported by all Chilean companies.		
HS Code	Description	Amount
8.502.139.000	Other sets with piston engines of compression ignition of an output exceeding 375 kva.	US\$ 111.118.760
3.204.191.000	Beta-carotene and other carotenoid coloring matter.	US\$ 47.695.368
8.704.211.100	Wagons with higher payload capacity of 500 kilos, but not exceeding 2000 kilos.	US\$ 36.566.267
8.703.239.100	Cars, with a cylinder capacity exceeding 1500 cm3 but not exceeding 3000 cm3.	US\$ 34.611.157
3.004.901.000	Other therapeutic or prophylactic medications for use in humans.	US\$ 30.381.906
4.416.001.000	Barrels, vats, tubs, and jars.	US\$ 29.021.657
8.704.235.100	Chasis cabs for transportation of goods, with payload capacity exceeding 2000 kilos for highway trucks, total load weight exceedig 20 tons.	US\$ 20.405.567
8.703.329.100	Cars with piston engine (diesel or semi-diesel), with cylinder capacity exceeding 1500 cm3 but less than, or equal to, 2500 cm3.	US\$ 19.318.654
3.303.000.000	Perfumes and colognes.	US\$ 15.826.031
8.705.309.000	Other fire trucks.	US\$ 11.072.317

Mexico - Products imported by all Chilean companies.		
HS Code	Description	Amount
8.517.120.000	Telephones for cellular networks and other wireless networks	US\$ 297.559.665
2.613.901.000	Molybdenum concentrates not roasted.	US\$ 131.358.096
8.528.722.000	Other devices in color television receivers, of liquid crystal	US\$ 107.696.069
3.103.103.000	Triple superphosphates	US\$ 77.152.947
8.703.239.100	Cars, with a cylinder capacity exceeding 1500 cm3 but not exceeding 3000 cm3.	US\$ 73.069.559
8.701.202.000	Road tractors for semi-diesel engine power exceeding 200 hp.	US\$ 70.956.302
7.207.200.000	Iron and non-alloy steel containing by weight 0.25% or more of carbon.	US\$ 54.975.712
7.214.200.000	Other bars and rods of iron or non-alloy steel hot-extruded containing indentation ribs, grooves, or other deformations produced during the rolling process or twisted after rolling.	US\$ 50.028.751
2.613.101.000	Molybdenite conentrates roasted.	US\$ 34.955.130
8.471.500.000	Digital processing units excepting those in subheading 847141 and...	US\$ 30.613.881

Spain - Products imported by all Chilean companies.		
HS Code	Description	Amount
4.011.691.000	Other tires with high relieve in the form of angle and the like, of a kind used in dumpers and other vehicles for mining.	US\$ 45.330.690
8.544.499.100	Copper electrical conductors for a voltage exceeding 80 V.	US\$ 30.155.713
8.704.211.100	Vans with a payload capacity exceeding 500 kilos, but not exceeding 2000 kilos.	US\$ 26.579.606
7.214.200.000	Other bars and rods of iron or non-alloy steel hot-extruded containing indentation ribs, grooves, or other deformations produced during the rolling process or twisted after rolling.	US\$ 25.476.095
8.481.809.900	Other appliances and the like, except those mentioned above.	US\$ 18.455.154
8.503.009.000	Other parts suitable for use solely or principally the machines of heading 8501 and 8502.	US\$ 15.100.737
3.004.901.000	Other therapeutic or prophylactic medications for use in humans.	US\$ 14.674.255
8.479.899.000	Other specialized machinery and equipment.	US\$ 14.228.584
4.901.993.900	Other books of literature in general.	US\$ 13.304.364
8.703.329.100	Cars with piston engine (diesel or semi-diesel), with cylinder capacity exceeding 1500 cm ³ but less than, or equal to, 2500 cm ³ .	US\$ 11.439.297

National Chambers of Commerce

Country	Name	Address	Phone	Website
China	Ministry of Commerce	No. 2 Dong Chang'an Avenue, Beijing China (100731)	+86 (010) 652.846.71	http://mofcom.gov.cn
China	The Chilean Chamber of Commerce in China (Shanghai)			http://www.chileanchamber.cn
United States	U.S. Chamber of Commerce	1615 H Street, NW, Washington DC 20062-2000	+01 (202) 659-6000	http://www.uschamber.com
United States	Chile-U.S. Chamber of Commerce	1814 NE Miami Gardens Dr. #1207, North Miami Beach, FL 33179	+01 (786) 419-2092	http://www.chileus.org
Japan	Chamber of Commerce and Industry - Tokyo	3-2-2 Marunouchi, Chiyodaku, Tokyo 100-0005	+81 (3) 3283.7500	http://www.tokyo-cci.or.jp
Netherlands	KvK Kamer van Koophandel	Postbus 2852, 1000 CW Amsterdam	+31 (020) 531.4000	http://www.kvk.nl/regio/amst
Brazil	See PROCHILE			
South Korea	The Korea Chamber of Commerce	45 4ga Namdaemunro, Jung-gu, Deol, 100-743 Korea	+82 (2) 6050.3114	http://english.korcham.net/ind
Italy	Camera di Commercio (Roma)	Via Capitan Bavastro, 116 - 00154, Rome	+39 (800) 800.077	http://www.rm.camcom.it/
France	Chambre de commerce et d'industrie de Paris	27, avenue de Friedland - 75382, Paris, Cedex 08	+33 (0) 820.012.112	http://www.ccip.fr
Mexico	See PROCHILE			
Spain	Cámara Madrid (Madrid Chamber of Commerce)	C/ Ribera del Loira, 56-58, 28042 Madrid	+34 (91) 538.3500	http://www.camaramadrid.es
Australia	Australia-Chile Chamber of Commerce	Level 18, 44 Market St., Sydney NSW 2000 Australia	+61 (02) 9299.2868	http://www.chilechamber.com

Pro | Chile Offices

People's Republic of China			
Location	Commercial Director	Address	Phone Number
Beijing	Mario Ignacio Artaza	Dong Si Jie, Sanlitun 100600, Beijing	+86 (10) 6532-5857
Hong Kong	Guillermo Garrido Montecinos	Unit 1712, West Tower, Shun Tak Centre, 168 - 200 Connaught Road Central	+852 (0) 2827-0598
Shanghai	Alberto Cañas Salinas	2299 Yan An Wet Road, Room 1712, Shanghaimart Tower, 200336 Shanghai, PR China	+86 (21) 623-60770

United States			
Location	Commercial Director	Address	Phone Number
Chicago	Carolina Ordeñez	1415 North Dayton St. - 2nd Floor, Chicago 60642, IL - Box 120	+01 (312) 654-8780
Los Angeles	Viviana Araneda	6100 Wilshire Blvd. Suite 1260, Los Angeles, CA 90048	+01 (323) 932-7200
Miami	Cecilia Arroyo Albala	800 Brickell Avenue, Suite 900, Miami, Florida 33131	+01 (305) 374-0697
New York	Alejandro Cerda	866 United Nations Plaza, Suite 603, New York, New York 10017	+01 (212) 207-3266
D.C.	Alejandro Buvinic	1732 Massachusetts Avenue, NW. Washington D.C. 20036	+01 (202) 530-4121

Japan			
Location	Commercial Director	Address	Phone Number
Tokio	Herman Beck	7F, Nihonseimeiakabanebashi Bldg., 3-1-	+81 (3) 3769-0051 / 2

Netherlands			
Location	Commercial Director	Address	Phone Number
Holland	Jimena Castillo	Raamweg 2, La Haya	+31 (70) 364-5252

Brazil			
Location	Commercial Director	Address	Phone Number
Sao Paulo	Ricardo Moyano Monreal	Av. Paulista 1009, Piso CJ 1604, Cp 01311-919, Sao Paulo	+55 (11) 3251-1578 +55 (11) 3289-4245

South Korea			
Location	Commercial Director	Address	Phone Number
Seoul	Hernán Gutierrez	18th. Coryo Daeyungak Tower, 25-5, Ch	+82-2 775-1246~8

Italy			
Location	Commercial Director	Address	Phone Number
Milan	Regina Rodríguez	Passagio degli Osii, 2-20123 Milán	+39 (02) 864-093
Rome	Regina Rodríguez	Via Po N° 23, 00198 Roma, Italia	+39 (06) 84409-1209

France			
Location	Commercial Director	Address	Phone Number
Paris	Roberto Paiva Reinero	4 Rue de la Paix, 75002, Paris	+33 (1) 5504-8888

Mexico			
Location	Commercial Director	Address	Phone Number
Mexico City	Por definir	Andrés Bello 10, Piso 18, Colonia Poanco 11560, México D.F.	+52 (55) 5280-9702
Guadalajara	Ivy Chávez	Avenida Terranova #1445, Dpto. #10, Colonia, Providencia CP44630	+52 (33) 3642-4166

Spain			
Location	Commercial Director	Address	Phone Number
Madrid	Patricia Braniff Duffau	Velázquez N ^o 80, 1 ^a izquierda. 28001 Madrid	+34 (91) 435-7834

*Data provided by the National Customs Service of Chile and other Chilean government documents.

Ideas for Further Research

📍 Trade / Industry Associations

- 📍 Provide a ready-made network of potential business
- 📍 Opportunity to become more involved and informed on global policy and change
- 📍 Possible dues and fees

📍 How to create a chamber of commerce (and feasibility)

- 📍 Possibility to establish the company as a forerunner in the South American and global marketplace
- 📍 Set a precedent in the country (region) in question

📍 Top law firms in each country

- 📍 Possibly establish strategic alliances between firms and create a global referral circle
- 📍 Also, law firms that specialize in start-ups or international business

📍 Major consultancy firms in each country

- 📍 During times of recession, consultancy firms become more sought after
- 📍 Become mentioned in their publications
- 📍 Be the recommended firm in Chile for those who seek consultancy in their global operations preparations