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巴斯库尼安

总统办公室
主任

SR. CARLOS BASCUNAN

The People's Republic of CHINA

CHILEAN ENTREPRENEURIAL ECONOMIC MISSION TO THE FAR EAST
November 1982

LEADER

Mr. José Antonio Guzmán

-CONFEDERACION DE LA PRODUCCION Y DEL COMERCIO

Chairman of the Board

Mr. Guzman also represents:

-Empresa Constructora Guzmán y Larraín - Partner
(building, construction, housing)

Mr. Hernan Briones

-SOCIEDAD DE FOMENTO FABRIL

Chairman of the Board

Mr. Briones also represents:

-H. Briones S.A. - Chairman of the Board
-Indura Industria y Comercio S.A. - Chairman of the Board
-Cementos Bío-Bío S.A. - Chairman of the Board
-Cerámicas Industriales S.A. - Chairman of the Board
(industrial and commercial companies, production of industrial
and medical gases, welding products, cement and lime including
concrete, sanitary ware manufacturers)

Mr. Eugenio Ipinza

-SOCIEDAD DE FOMENTO FABRIL

Manager International Relations and Foreign Trade Dept.

-EXECUTIVE SECRETARY

OF THE CHILEAN ENTREPRENEURIAL ECONOMIC MISSION TO THE FAR EAST

Mr. Rolf Sommer

-COMPANIA MINERA DEL PACIFICO S.A.

President

(iron ore, self fluxing and direct reduction pellet)

(interest= export: iron ores and pellets, ferromanganese)

Mr. Sommer also represents:

-Pacific Ores & Trading B.V. - Chairman of the Board
-Corporación Nacional de Exportadores - Member of the Board
-Fundación La Serena - Chairman of the Board

Mr. Victor Manuel Jarpa

-CAMARA CHILENA DE LA CONSTRUCCION

Chairman of the Board

(interest: contact sister Institutions - building,
construction, housing, public works)

Mr. Hernán Somerville

-ASOCIACION DE BANCOS E INSTITUCIONES FINANCIERAS

First Vice-President

(interest= financial programs for small banks, saving incentives
for private enterprises, export of financial services)

Mr. Somerville also represents:

-Cristalerías de Chile S.A. - Member of the Board
-Viña Sta. Rita S.A. - Member of the Board
-Marítima de Inversiones S.A. - Member of the Board
-Banco O'Higgins - Member of the Board

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Mr. Ronald Bown

-ASOCIACION DE EXPORTADORES DE CHILE

Chairman of the Board

(fresh fruit: table grapes, apples, pears, kiwis, stoned fruit)
(interest= obtaining access and authorization of Chilean fresh fruit to the Far East markets, meeting quarantine regulation authorities in order to eliminate trade barriers)

Mr. Bown also represents:

-Corporación Nacional de Exportadores - Chairman of the Board

Mr. Jaime Paredes

-METALPAR GROUP

Chairman of the Board

(urban and inter-city buses and truck body and chassis manufacturing, Mercedes Benz bus chassis official distributor, Volkswagen and Liaz trucks)
(other activities: financial, commercial and agriculture - vineyards)
(interest: joint-venture for bus chassis manufacturing, bus and truck chassis import, bus body manufacturing, car import, other related businesses)

Mr. Paredes also represents:

-SOCIEDAD DE FOMENTO FABRIL, Counsellor

-Asociación de Industriales Metalúrgicos y Metalmecánicos, ASIMET -Past Chairmain

Mr. Arnoldo Macaya

-ASOCIACION DE PRODUCTORES DE SALMON Y TRUCHA DE CHILE

Chairman of the Board

(fresh and frozen salmon - Pacific and Atlantic, trouts - fresh water and sea, canned and frozen seafoods - shellfish, crabs, molluscs, pates, etc.)

Mr. Macaya also represents:

-Corporación Nacional de Exportadores, Member of the Board

-Trans Antartic S.A. (Robinson Crusoe) - Member of the Board, 1st Shareholder

-Aguasur Fisheries Ltda. - Executive Director

-Salmocorp S.A. - Member of the Board

(interest= export from Chilean Salmon Farmers' Assoc.: fresh and/or frozen salmon and trout / other exports: canned and frozen seafood)

Mr. Arturo Castillo

-FEDERACION GREMIAL CAMARAS DE TURISMO DE CHILE

Chairman of the Board

(tourism, hotels)

Mr. Castillo also represents:

-EMPRESA HOTELERA PANAMERICANA S.A. - Chairman of the Board

(interest: contact operators in the field of tourism and hotels, joint-ventures for new hotels buildings and tourism infrastructure, equipment to furnish hotels, machinery and equipment for industrial hotel food preparations)

Mr. Ricardo Ariztia

-FEDERACION DE PRODUCTORES DE FRUTA, FEDEFRUTA

Chairman of the Board

(fresh fruit - table grapes, apples, pears, kiwis)

(interest= introduction of fresh fruit to the Far East markets, meetings with phitosanitary authorities, visits to the fresh fruits distribution markets, meetings with fresh fruit importers)

Mr. R. Ariztia also represents:

-Escuela Agrícola de Talagante - Member of the Board

-Agroriego Ltda. - Chairman of the Board

-Soc. Multifrío Ltda. - Member of the Board

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Contraalmirante Mr. Sergio García

-ASTILLEROS Y MAESTRANZAS DE LA ARMADA, ASMAR
Managing Director

(ship builders and ship repairers for the Chilean Navy and others)

Contraalmirante Mr. García also represents (Chairman of the Board):

-Sociedad Iberoamericana de Reparaciones Navales Ltda., SOCIBER

-Cia. de Ingeniería de Sistemas de Defensa Ltda., SISDEF

-Asociados en Obras y Montajes Petroleros y Marítimos Ltda.

(interest: export of all size ships, patrol ships, repair services,
joint-ventures for shipyard constructions and exploitation)

Mr. Ernesto Ayala

-COMPANIA MANUFACTURERA DE PAPELES Y CARTONES S.A.

Chairman of the Board

(pulp paper and forest products)

(interest= export: celulose)

Mr. Ayala also represents:

-SOCIEDAD DE FOMENTO FABRIL - Past-Chairman, Member of the Board

-Corporación de Promoción de la Pequeña Empresa, PROFESA - Chairman of the Board

Mr. Gonzalo Trivelli

-CODELCO-CHILE

Senior Executive Vice President, Sales

(copper and by-products - molybdenum, precious metals, rhenium)

Mr. Patricio Contesse

-SOCIEDAD QUIMICA Y MINERA DE CHILE S.A.

C.E.O.

(fertilizers and chemical products)

Mr. Manuel Ariztía

-AGRICOLA ARIZTIA LTDA.

Chairman of the Board

(frozen chicken meat, whole and cut up, chicken sausages and further processed products)

(interest= export: frozen whole and sliced chicken - import: grains,
soybean meal, prime goods for chicken food)

Mr. M. Ariztía also represents:

-Indela Ltda. - Chairman of the Board

-Ariztía Exportaciones Ltda. - Chairman of the Board

-Agrícola Tarapacá Ltda. - Chairman of the Board

-Tecnología y Alimentos Ltda. - Chairman of the Board

Mr. Ivan Van de Wyngard

-EMPRESA NACIONAL DE TELECOMUNICACIONES S.A., ENTEL-CHILE

C.E.O.

(long distance telecommunications, domestic and international)

Mr. Francisco Silva

-COMPANIA SUD AMERICANA DE VAPORES S.A.

President

(shipping company - general transportation cargo liner services,
reefer cargo, bulk cargo and vehicles)

Mr. Antonio Jabat

-COMPANIA CHILENA DE NAVEGACION INTEROCEANICA S.A.

Chairman of the Board

(shipping company)

(interest: increase bilateral transport facilities)

Mr. Jabat also represents:

-Asociación Nacional de Armadores - Member of the Board

-Inversiones Cabo Froward S.A. - Chairman of the Board

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Mr. Vicente Navarrete

-ASOCIACION DE INDUSTRIALES QUIMICOS, ASIQUM

Special Representative

-ESTABLECIMIENTOS INDUSTRIALES QUIMICOS OXIQUIM S.A.

Chairman of the Board

(chemical products: pentaerythritol, moulding powders, uf resins, caustic soda, formaldehyde, solvents, phenolic and ureic resins, plastic resins, and a broad range of other chemical products)

Mr. Navarrete also represents:

-Sociedad Nacional de Pesca, SONAPESCA

(interest= export: salmon, seaweed algae - carragenine and alginatos)

Mr. José Luis Moure

-LAN CHILE S.A.

Chairman of the Board & C.E.O.

(international airline)

(interest: air transportation of passengers, cargo and airmail)

Mr. Mariano Andrade

-EMPRESA MARITIMA S.A., EMPREMAR

Vice Chairman of the Board

(steanship company serving liner traffics to Europe and U.S.A., coastal services in Chile, and transport of ores and oil to Europe and Africa)

(interest= contact maritime agencies, joint-ventures, establishing maritime agents)

Mr. José Luis del Río

-DERCO S.A. (Suzuki)

Chairman of the Board

Mr. Del Río also represents:

-Sodimac S.A. - Chairman of the Board

(leading construction materials distributor)

-Financiera Conosur S.A. - Chairman of the Board

(financial services)

-Friosur S.A. - Chairman of the Board

(seafood products for export)

Mr. Sergio Colvin

-CMPC INTERNACIONAL LTDA.

C.E.O.

(exports: pulpwood, paper, and lumber)

Mr. Eugenio Moreno

-GEARBULK CHILE LTDA.

President

(maritime transportation, specially forestry products)

Mr. Luis Smith

-SOCIEDAD CONSTRUCTORA ESEVAL LTDA.

President

(engineering projects for port and road facilities)

Mr. Smith also represents:

-Cámara Chilena de la Construcción - Member of the Board

-Editora Aníbal Pinto - Member of the Board

(newspapers, books, magazines, brochures, posters, advertising,

labels, light pasteboard packings, office work paper)

(interest: graphic equipment and supplies)

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Mr. Cristián Blanc

-SOCIEDAD MARITIMA Y COMERCIAL SOMARCO LTDA.

Member of the Board

(shipping agency services, maritime transport, forwarders, ocean freight)

Mr. Blanc also represents:

-Asociación Nacional de Agentes de Nave, ASONAVE - Chairman of the Board

-Industrias Electrónicas Elca S.A. - Member of the Board

(electronic imports)

Mr. Fernando Hartwig

-INVERSIONES FORESTALES OCA S.A.

President

(interest- export: forestry products, joint-ventures: forestry products)

Mr. Hartwig also represents:

-Forestal San José S.A. - Member of the Board

-Forestal Río Calle-Calle S.A. - Chairman of the Board

-Cia. Portuaria Corral S.A. - Member of the Board

-Inversiones y Desarrollos Hartwig S.A. - Member of the Board

Mr. J. Anibal Correa

-INVERSIONES S.A.

Chairman of the Board

(investment, credit portfolio management, fresh fruit and pork meat, vehicles import)

Mr. Correa also represents:

-Sociedad Agrícola Trebulco Sur Ltda. - Chairman of the Board

-Empresa Administradora de Créditos S.A. - Member of the Board

-Fomento S.A. - Member of the Board

-Thomas Chile S.A. - Member of the Board

(interest: vehicles, markets and technology for fresh fruit
and for copper manufacturing products)

Mr. Alfonso Dulanto

-REFINMET S.A.

Managing Director

Mr. Alfonso Dulanto also represents:

-Fundición Refinmet S.A. - Managing Director

-Refinería Rungue S.A. - Managing Director

(copper concentrates, copper blister, gold and silver)

interest- export: copper blister)

Mr. Italo Zunino

-MADERAS CONDOR S.A.

Chairman of the Board

(forestry products for export)

Mr. Zunino also represents:

-EMPRESA NACIONAL DEL CARBON, ENACAR - Chairman of the Board

-CONSORCIO MADERERO LTDA. - Member of the Board

Mr. Augusto Aninat

-ZONA FRANCA DE IQUIQUE S.A

Vice Chairman of the Board

(Free Zone located within Chile's First Geographical North Region)

Mr. Aninat also represents:

-World Trade Center Santiago S.A. - Vice Chairman of the Board

(international trade services - foreign investment)

-Aninat y Méndez Consultores Económicos - Member of the Advisory Council

(economic consultants)

-Asociación de Ingenieros Comerciales Universidad de Chile - Chairman of the Board

The People's Republic of CHINA

Mr. Abraham Sabaj

-BANCO CONCEPCION

International Manager

(banking, investment, financial services)

Mr. Eduardo Morales

-UNIVERSIDAD DE SANTIAGO DE CHILE

Chancellor

(interest: items: education, food technology and biotechnology,
pollution control technology, Pacific Rim, Total Quality Management)

Mrs. Pilar Oyarzún

-COMPAÑIA MINERA DAYTON DE CHILE S.A.

Legal President

(gold mining)

Mrs. Oyarzún also represents:

-Grasty, Quintana, Oyarzún y Cia., Attorneys at Law - Senior Partner

(interest: establishing contact with foreign investors and law firms)

Mr. Félix Luque

-CONUPIA

Confederación Gremial Nacional Unida de la Mediana y Pequeña Industria,
Servicios, y Artesanado de Chile
Chairman of the Board

(interest: information regarding State laws and subsidies for medium
and small size enterprises / meeting sister sector Institutions)

Mr. Luque also represents:

-CEROPE, Corporación Empresarial de Fomento a la Pequeña y Mediana Empresa
Chairman of the Board

-SERCOTEC-CORFO, Servicio de Cooperación Técnica
Member of the Board

-FUNTEC-CORFO, Fondo Nacional de Desarrollo Tecnológico y Productivo
Member of the Board

-CORMETAL, Corporación de la Mediana y Pequeña Industria Metalmeccánica
Member of the Board

Comandante Rodolfo Acuña

(Lt. Colonel of the Chilean Air Force - Air Group "A" Commander)

-FIDAE, Feria Internacional del Aire y del Espacio

Executive Director

(International Air & Space Fairs : Air show and exhibition of technological
development in aeronautics, aircraft-helicopters-propulsion systems (engines)-
electronics-services for airport and maintenance-ground support equipment
radar and communications systems.)

(interest: contact firms in the field of aeronautics

/ extend invitations to participate at FIDAE)

Mr. Sergio Badiola

-COMPAÑIA DE TELEFONOS DE CHILE S.A.

Member of the Board

(telecommunications and complementary services)

Mr. Gastón Cruzat

-PESQUERA FRANCIS DRAKE S.A.

Chairman of the Board & C.E.O.

(sea products for export: shrimps, langoustines, abalones - frozen and canned)

Mr. Cruzat also represents:

-Comercial C. y P. Sociedad Anónima - Chairman of the Board & C.E.O.
export products: almonds (peeled), walnuts (whole and butterfly)

-Fundo Tunca Arriba, located at Codegua - Owner & C.E.O.

-Gastón Cruzat Paul, Attorneys at Law - Senior Partner

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Mr. Marcelo Zalaquett

-ZALAUQUETT Y CIA. LTDA.

Chairman of the Board

(woven labels, ribbons and patches)

(interest= export: labels, ribbons and patches -

import: texturized polyester fiber)

Mr. Zalaquett also represents:

-Instituto Textil de Chile - Member of the Board

-Loceamar S.A. - Chairman of the Board

(investment)

Mr. Luis Terol

-COMPARIA DE TELEFONOS DE CHILE S.A.

Chairman of the Board

(telecommunications and complementary services)

Mr. Sergio Cardemil

-COMPARIA CHILENA DE NAVEGACION INTEROCEANICA S.A.

Owner's Representative, Far East (stationed in Tokio)

(shipping company)

(interest= increase bilateral transport facilities)

Mr. Eduardo Frei Bolívar

-CAP S.A.

Legal Vice President

(investment, steel, mining, forestry)

Mr. Alejandro Saenz

-MAGALLANICA DE BOSQUES S.A.

President

(forestry : ownership and management / saw mill industry - hardboard /
chip milling: partnership and management)

Mr. Saenz also represents:

-Volterra S.A. - Member of the Board

(eucalyptus planting project - Chilean-Japanese joint-venture)

-Consorcio Maderero Ltda. - Member of the Board

(lumber products)

-Inversiones Santa Ester S.A. - President

(forestry investment, real estate investment)

-Corporación Chilena de la Madera, CORMA - Counsellor

-Cámara de la Producción y del Comercio de Concepción - Counsellor