

PRONOS

Prof. Ing. Zarko Luksic S.  
La Capitanía 841  
Las Condés fono 220 30 64

Santiago, 22 de diciembre de 1991

REPÚBLICA DE CHILE  
PRESIDENCIA  
REGISTRO Y ARCHIVO  
NR. 91/28720  
ARCHIVO DE 92  
P.A.A.  P.C.A.  P.W.M.   
C.B.E.  M.T.O.  ARCHIVO  
M.Z.C.

M. Izabelli

Carlos Bascuñán Edwards  
Ministerio de la República  
Ministerio de la Moneda

Estimado camarada Bascuñán.

Me permitirá que lo felicite a Ud. y su digna esposa en esta Pascua navideña y estamos seguros próspero año 1992.

Pero me agaita una duda, hace meses le remitimos el camarada Alfonso Naranjo Urrutia un proyecto sobre

**CAMINO A LA COSTA**

van a venir esta año un millón de turistas, la idea de ese proyecto de unir por un camino y red de hoteles, hosteles, etc. entre Rocas de Santo Domingo hasta Lebu. Algo se está haciendo... en el camino de los conquistadores etc. Pero esto se podría hacer con el concurso de empresario particular.

El Subsecretario, lo era entonces Piñera, acuso recibo. peo le pedimos audiencia... Ahora que está en el Banco Central, tenemos que el proyecto siga en los archivos.

Es muy lamentable que una oportunidad que además de haber un camino con el nombre del Presidente, ello se compare favorablemente con el Camino Austral...

Le incluyo unos gráficos que probarían que el país se está desindustrializando aceleradamente desde 1973 en adelante con un crecimiento del empleo poco apenas más de la población. *incluso en 1990*

Aunque 1992 vaya a ser buen año no va a lograr aumentar en forma considerable el empleo.

En la mina La Escondida trabajan 200 hombre en Los pelambres 80. Como se ve del gráfico el elemento dinámico es la minería y contra lo que se creía la agricultura está perdiendo importancia. *para que hablan de la industria...*

¿Qué harán los agricultores costinos cuando gracias al Acuerdo con Argentina y México lleguen maíz y trigo barato... Esos agricultores podrían tomar como proyecto alternativo la atención en verano de los turistas y en invierno preparar conservas y dedicarse a la crianza de ovejas... En Australia se acaba de vender un fardo de lana en US\$34 mil dólares para hacer ropa de US\$ 14 mil cada una... Ud. me va a permitir, estimado Carlos, que Alfonso y yo nos sentemos a la vera del camino, cualquier camino que no sea el de la Costa a llorar a lágrima vida por nosotros nuestros hijos y nuestros nietos. Gente más sabia wue nosotros ha hablado de

Empresa tecnológica... y otros de economía de la solidaridad, alguno de economía paralela...

La pretensión de Alfonso y el suscrito es más modesta impedir el desastre para los agricultores costinos....

No le quiero echar a perder la Pascua, pero la mía y de Alfonso si... Su camarada Zarko *Zarko*

con  
sumilla  
de  
referir a  
nuestro  
leber  
...  
Piel

reeling under a 7% personal approval rating in the opinion polls—insists his government's economic policies are working. They have now established, he claims, both a platform for renewed growth and a shift to a newly competitive, outward-looking culture. Says Bolger: "I have a firm view that it is a permanent shift." He cites a dramatic improvement in labor productivity—increased some 25% in the past three years—and a growth in manufacturing exports of around 10% in the past year.

If the nation's structure proves to be permanently changed, the hurdles will not have been merely economic. A half-century of state welfarism has left a legacy of what one business leader calls "attitude problems," with people and institutions tied to government handouts. The person tasked with weaning New Zealanders from this dependency is Finance Minister Ruth Richardson, a former lawyer who ranks even lower in the polls than Bolger. Dubbed "Ruthless" by critics, Richardson denies the charge that her single-minded pursuit of privatization and corporate-style efficiency for state organizations has been either radical or callous. The challenges facing the country, she insists, are "stunningly similar" to those in other languishing Anglo-Saxon economies—Australia, Canada, the U.S. and Britain. For all these countries, she argues, there is no alternative to economic reform.

And there have been substantial successes. Since 1987, inflation has plummeted from almost 20% to only 2.2%, and home mortgage rates have fallen from 20% to 11%. A once inefficient port has under-

gone spectacular reform. The railways, which before 1984 lumbered along with a bloated work force of 22,000, have slimmed down to 5,500 employees and still manage to carry 90% of the former freight load. Because of tariff cuts and the elimination of import quotas, shoppers can choose from a wide range of goods at relatively low prices. David Richwhite, the joint chief executive of Auckland-based Fay-Richwhite merchant bank, acknowledges there is "a lot of moaning and groaning on the street now" because of the unemployment and long recession. But he applauds the productivity and efficiency gains, thanks in part to the deregulation of ports, rails and roads. Says Richwhite (whose company is the main backer of the country's America's Cup bids): "New Zealand has to live in the real world."

Of course, many New Zealanders already live in a painfully real world. Observes Major Campbell Roberts, who runs the Salvation Army's social services program in Auckland: "We now have a level of poverty previously unthinkable in New Zealand." The government has put its 70,000 low-income public houses into a corporation that charges commercial rents, leaving many struggling families worse off. At the bottom of the growing underclass, says Roberts, are the Maoris and the Pacific Islanders, who make up a majority of the poor but just 16% of the population. Says he: "It's a

#### Gross Domestic Product

**-2%**  
in the first half of 1991

#### Unemployment

**12%**  
up from 6% since 1987

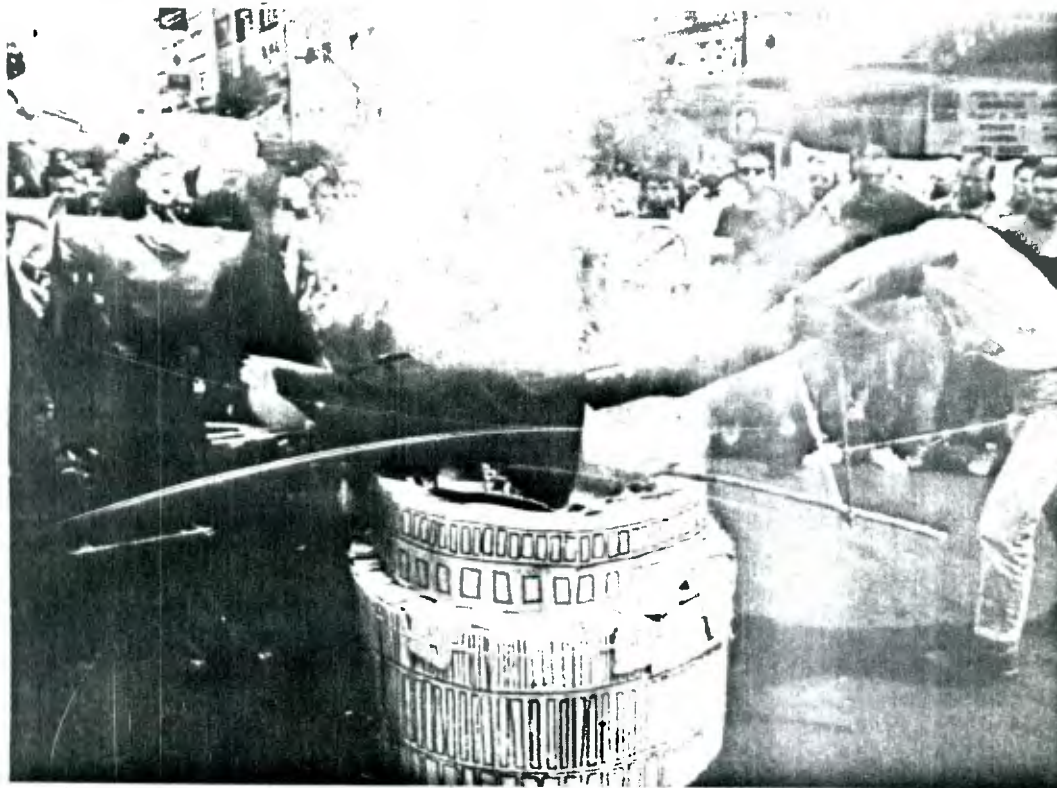
sort of structural racism, which may yet end in racial violence."

So far, the bicultural social fabric has held together, owing in part to the 1975 establishment by the former Labour government of a tribunal to consider Maori grievances over the implementation of the Treaty of Waitangi, the 151-year-old pact signed by the Maoris and the colonizing British.

The tribunal provides the Maoris with a bargaining power they have not enjoyed for generations. As a result, fishery rights worth NZ\$400 million (U.S.\$212 million) and large tracts of forest will be returned to their control during the next decade.

But the unaddressed bicultural strains have added dramatically to what Labour Party leader Mike Moore—New Zealand's most popular politician over the past two years—charges are deep divisions in the country provoked by the Bolger government. "It has broken the great consensus of 50 years," says Moore. Nothing angered the working population more than the government's efforts to tame labor unions. Last April the government announced plans to ban closed shops, scrap the centralized wage-fixing system, encourage employers to negotiate individual staff contracts and repeal laws guaranteeing equal pay for women. About 600,000 unionists took to the streets to protest, but the government has pressed on.

With a comfortable parliamentary majority, Bolger does not need to face the voters until 1993. By then, Moore worries, New Zealand's population will have been stretched into three ever more separate strata. He foresees the top 30% of the population becoming richer, the middle 40% treading water and the bottom 30% sinking. But for now it is hard to credit the wildest fears and dreams for New Zealand. Given its generally educated population and well-established social and political culture, a slide to Third World status seems improbable. On the other hand, the geography and British roots of a green and fertile land make it an unlikely candidate to become a hard-charging, industrialized dynamo like South Korea. Still, New Zealanders appear to be in for quite a bit more time bouncing around at the bottom of the bungee cord before it is clear just where they are going to settle. ■



Unemployed workers demonstrating in Auckland: many New Zealanders envision a future without jobs

NEW ZEALAND

# Feeling Fleeced

Seven years into a textbook free-market revolution, meager results have left many citizens angry, bitter and confused

By ROWAN CALLICK AUCKLAND

It seems fitting that bungee jumping, the death-defying sport of diving suspended by a rubber cord into chasms, began in New Zealand. After seven years of free-market revolution, many people in this prim but decidedly assertive little South Pacific country of 3.4 million are wondering whether their leaders have taken them all on a national bungee leap, without a safety harness, so fast has New Zealand transformed itself from the West's first and most protective welfare state into its most deregulated economy. Now the language of extremes—ludicrously high hopes and equally excessive despair—dominates the political debate.

Across the country, the lines of unemployment are growing. Their numbers have doubled, to 12% of the work force, in the past five years, during which 1 in 4 manufacturing jobs has disappeared. From 1985 to 1990, gross domestic product fell 0.7%, the worst record of any industrialized nation. Japan's per capita GDP, by comparison, grew 23% over the same period, Germany's 14% and Australia's 8.5%. In the first half of 1991, moreover, New Zealand's GDP slid an additional 2%, as a hoped-for export surge failed to materialize. Agricultural revenue in 1991 is down 20% from last year, and falling lamb and wool prices are accelerating a shift to cattle farming.

With unemployment among the Maori and immigrant Pacific Islander population already at 25%, many New Zealanders envision a future without work for themselves or their children. They see a once well-off country spiraling toward a



Shearing the most famous export: falling prices are accelerating a shift to cattle ranching

showdown, not with the leading Asian economic powers but with nations that can barely scratch together a decent standard of living. Says Winston Peters, who was dismissed from the Cabinet in October for public attacks on government policies: "It is not an alarmist view that we could end up as a Third World country." Ken Douglas, president of the New Zealand council of trade unions, likewise fears the country will become a 1960s-style Taiwan on Australia's doorstep. Says Douglas of the country's continued membership in the Organization for Economic Cooperation and Development: "It's only Anglo-Saxon arrogance that keeps New Zealand in the OECD as one of the developed industrial nations."

Such gloomy assessments may overstate the problems, but it is clear New Zealanders have seen little gain from all the pain caused by a radical economic restructuring launched by the Labour Party in 1984 and contin-

ued—even intensified—under Prime Minister Jim Bolger's 13-month-old conservative National Party administration. Among the measures taken since restructuring began: a 20% devaluation of the New Zealand dollar; deregulation of the finance industry; the sale of most government-held businesses; dramatic income-tax cuts, with the top rate falling from 66% to 33%; and the introduction of a 12.5% across-the-board goods-and-services tax levied even on basic necessities like milk and bread. Tariffs and import quotas protecting farmers and manufacturers have been slashed.

The outcome is being closely watched by countries like Australia and Canada, which have tentatively set out to restructure their economies along similar lines but so far, have been reluctant to take the Kiwi leap of faith. That reluctance is not eased by the fact that the better future long promised to New Zealanders seems no closer. In the minds of those who started the revolution, however, the vision still glows of a lean and mean little country that, through innovation and boldness, can take its place alongside the booming mini-dragons of Asia. At his office in the Beehive building in Wellington's parliamentary precinct, Prime Minister Bolger—



Prime Minister Bolger

personal approval rating

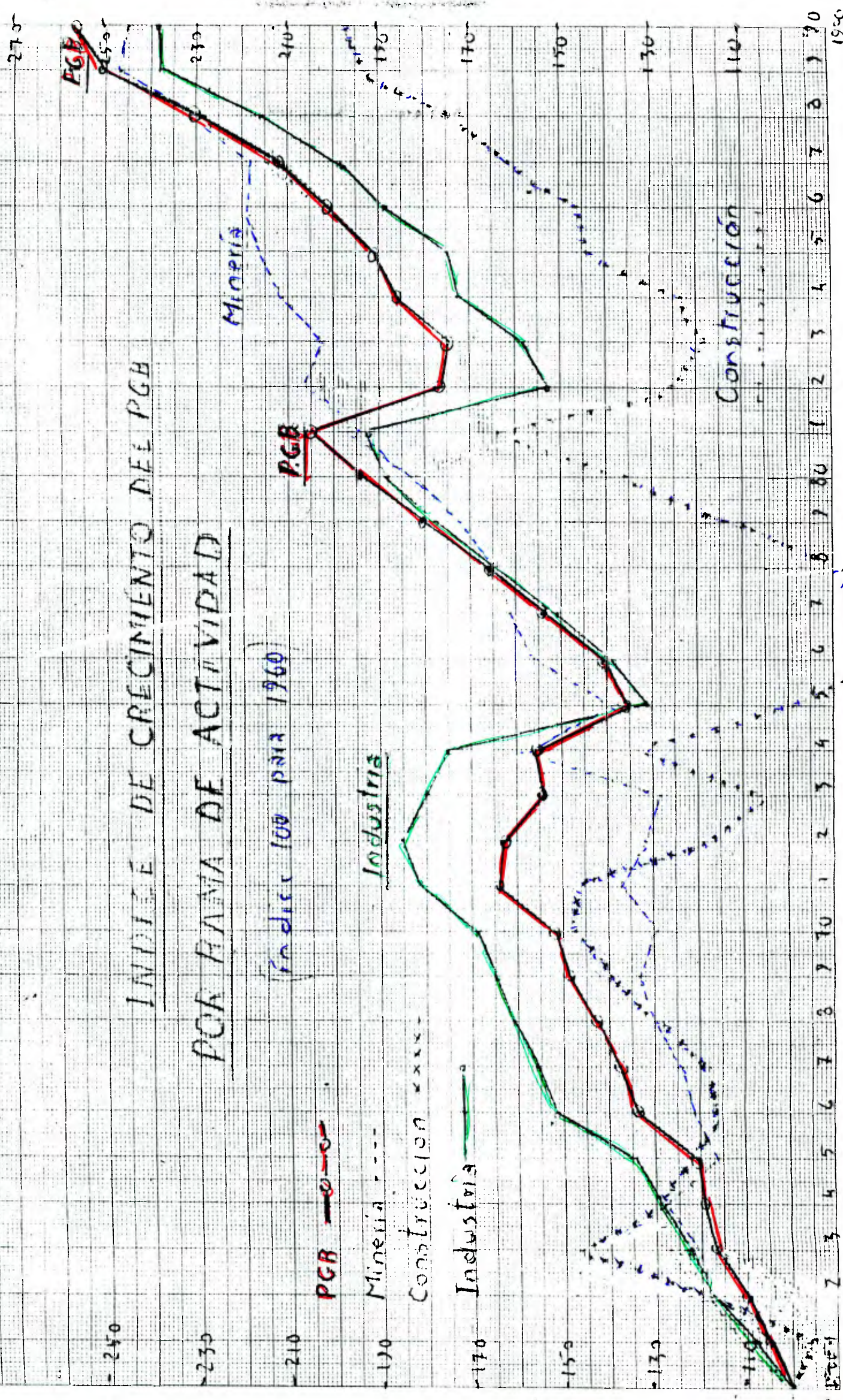
7%



# INDICE DE CRECIMIENTO DEL PGH

## PCR PARA DE ACTIVIDAD

(Indice 100 para 1960)



Los signos favorables son muy recientes:

Inflación que baja de un 2,9% en octubre a un 0,9% en noviembre lo que hace muy probable que se cumpla la meta gubernamental de un 18% en 1991. Nacional.

Desocupación. La desocupación bajó de un 7,7 a un 7% esto se debe a la cercanía de la cosecha y a las labores agrícolas estacionales ligadas en forma especial a la exportación de fruta.

Índice de producción. En octubre se subió un 12,4% a un año antes.

### Índice de producción y venta industrias

Fuente Instituto Nacional de Estadística. Al comparar los índices de octubre 1990 a 1991 en producción ind. 8,6% y de ventas ind. 13,3%

Fuente Sociedad de Economía. En las mismas condiciones anteriores: prod. 4,5% y de ventas 14,7%.

Generación de empleo en el sector. En octubre 1991 se creó 11,6%.

Índice de ventas de las empresas.

Al comparar el índice de octubre con el de octubre de los años nominales hay un incremento de 40,5%. En octubre de 1990, uno de 13,3%.

Índice de producción.

El índice de producción de octubre de 1991 subió en octubre en 2,4% frente a un IPC que aumentó en 2,9%.

Con base en el índice 1982 = 100 el índice de producción tuvo un valor máximo en el año 1990 de 111,42 y en octubre había descendido a 107,99. Esto es, de 3,7 puntos más.

### Tas. de desocupación.

Según el INE en el trimestre que terminó en octubre, la tasa nacional de desocupación bajó de ciento veintidós en 7,0% (de 7,5% el mes anterior). La desocupación activa y el valor del activo cayó a 7,6% (de un 8,3% un mes antes).

### Próspectivas

Es probable que las tasas de desocupación vayan a bajar en los próximos meses de este año.

También es posible que el IPC de diciembre también vaya a bajar.

Asimismo se puede prever unas altas y crecientes ventas y producción industriales. Y mayor actividad en la construcción con un record de 87 mil viviendas.

En general, se puede estimar que la tasa de interés va a tender a la baja el próximo año.

Sin embargo, frente a estas perspectivas optimistas para 1991, hay diversos nubarrones, como la recesión norteamericana y de Centro-Europa y de la URSS, que posiblemente reserven tropiezos a este desarrollo con mejores valores para 1992, y los años venideros.

Comercio

PGB  
240

Servicios

# INDICE DE CRECIMIENTO DEL PGB

## POR RAMA DE ACTIVIDAD

(Indice 100 país 1960)

PGB

Comercio

Comercio

Servicios

Agricultura y Caza

PGB

Agricultura y Caza

1960

88

1960

190

190

1990

290

270

250

230

210

190

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ARCHIVO

Ant. 91/28720

CBE 91/28720

Santiago, 16 de enero de 1992

20 ENE. 1992

Señor  
Zarko Luksic S.  
La Capitanía 841  
Las Condes

Estimado señor Luksic:

Tengo el agrado de acusar recibo de su carta del 22 de diciembre de 1991, en que manifiesta su preocupación por el proyecto llamado "El Camino de la Costa" que envió a este Gabinete en conjunto con el señor Alfonso Naranjo.

Cumplo con manifestarle que debido a la naturaleza del trabajo, que es enfocado hacia el turismo, fue enviado con fecha 05 de abril de 1991 al Servicio Nacional de Turismo.

Sugiero a usted, si lo estima conveniente que tome contacto en forma directa con SERNATUR.

Saluda atentamente a usted,

**Carlos Bascuñán Edwards**  
Jefe de Gabinete Presidencial

**Marcelo Trivelli Oyarzún**  
Asesor Presidencial

CHC/esr  
c.c.: Archivo Presidencial

PRONOS

Prof. Ing. Zarko Luksic S.  
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Señor Carlos Basculán Edwards  
Presidencia de la República  
Palacio de la Moneda

Estimado camarada Basculán:

REPUBLICA DE CHILE					
PRESIDENCIA					
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NR. 91/28720					
30 DIC 91					
A:					
P.A.A.	<input type="checkbox"/>	R.C.A.	<input type="checkbox"/>	F.W.M.	<input type="checkbox"/>
C.B.E.	<input checked="" type="checkbox"/>	ML.P.	<input type="checkbox"/>	P.V.S.	<input type="checkbox"/>
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It seems fitting that bungee jumping, the death-defying sport of diving suspended by a rubber cord into chasms, began in New Zealand. After seven years of free-market revolution, many people in this prim but decidedly assertive little South Pacific country of 3.4 million are wondering whether their leaders have taken them all on a national bungee leap, without a safety harness, so fast has New Zealand transformed itself from the West's first and most protective welfare state into its most deregulated economy. Now the language of extremes—ludicrously high hopes and equally excessive despair—dominates the political debate.

Across the country, the lines of unemployed are growing. Their numbers have doubled, to 12% of the work force, in the past five years, during which 1 in 4 manufacturing jobs has disappeared. From 1985 to 1990, gross domestic product fell 0.7%, the worst record of any industrialized nation. Japan's per capita GDP, by comparison, grew 23% over the same period, Germany's 14% and Australia's 8.5%. In the first half of 1991, moreover, New Zealand's GDP slid an additional 2%, as a hoped-for export surge failed to materialize. Agricultural revenue in 1991 is down 20% from last year, and falling lamb and wool prices are accelerating a shift to cattle farming.

With unemployment among the Maori and immigrant Pacific Islander population already at 25%, many New Zealanders envision a future without work for themselves or their children. They see a once well-off country spiraling toward a



Shearing the most famous export: falling prices are accelerating a shift to cattle ranching

showdown, not with the leading Asian economic powers but with nations that can barely scratch together a decent standard of living. Says Winston Peters, who was dismissed from the Cabinet in October for public attacks on government policies: "It is not an alarmist view that we could end up as a Third World country." Ken Douglas, president of the New Zealand council of trade unions, likewise fears the country will become a 1960s-style Taiwan on Australia's doorstep. Says Douglas of the country's continued membership in the Organization for Economic Cooperation and Development: "It's only Anglo-Saxon arrogance that keeps New Zealand in the OECD as one of the developed industrial nations."

Such gloomy assessments may overstate the problems, but it is clear New Zealanders have seen little gain from all the pain caused by a radical economic restructuring launched by the Labour Party in 1984 and contin-

ued—even intensified—under Prime Minister Jim Bolger's 13-month-old conservative National Party administration. Among the measures taken since restructuring began: a 20% devaluation of the New Zealand dollar; deregulation of the finance industry; the sale of most government-held businesses; dramatic income-tax cuts, with the top rate falling from 66% to 33%; and the introduction of a 12.5% across-the-board goods-and-services tax levied even on basic necessities like milk and bread. Tariffs and import quotas protecting farmers and manufacturers have been slashed.

The outcome is being closely watched by countries like Australia and Canada, which have tentatively set out to restructure their economies along similar lines but so far, have been reluctant to take the Kiwi leap of faith. That reluctance is not eased by the fact that the better future long promised to New Zealanders seems no closer. In the minds of those who started the revolution, however, the vision still glows of a lean and mean little country that, through innovation and boldness, can take its place alongside the booming mini-dragons of Asia. At his office in the Beehive building in Wellington's parliamentary precinct, Prime Minister Bolger—

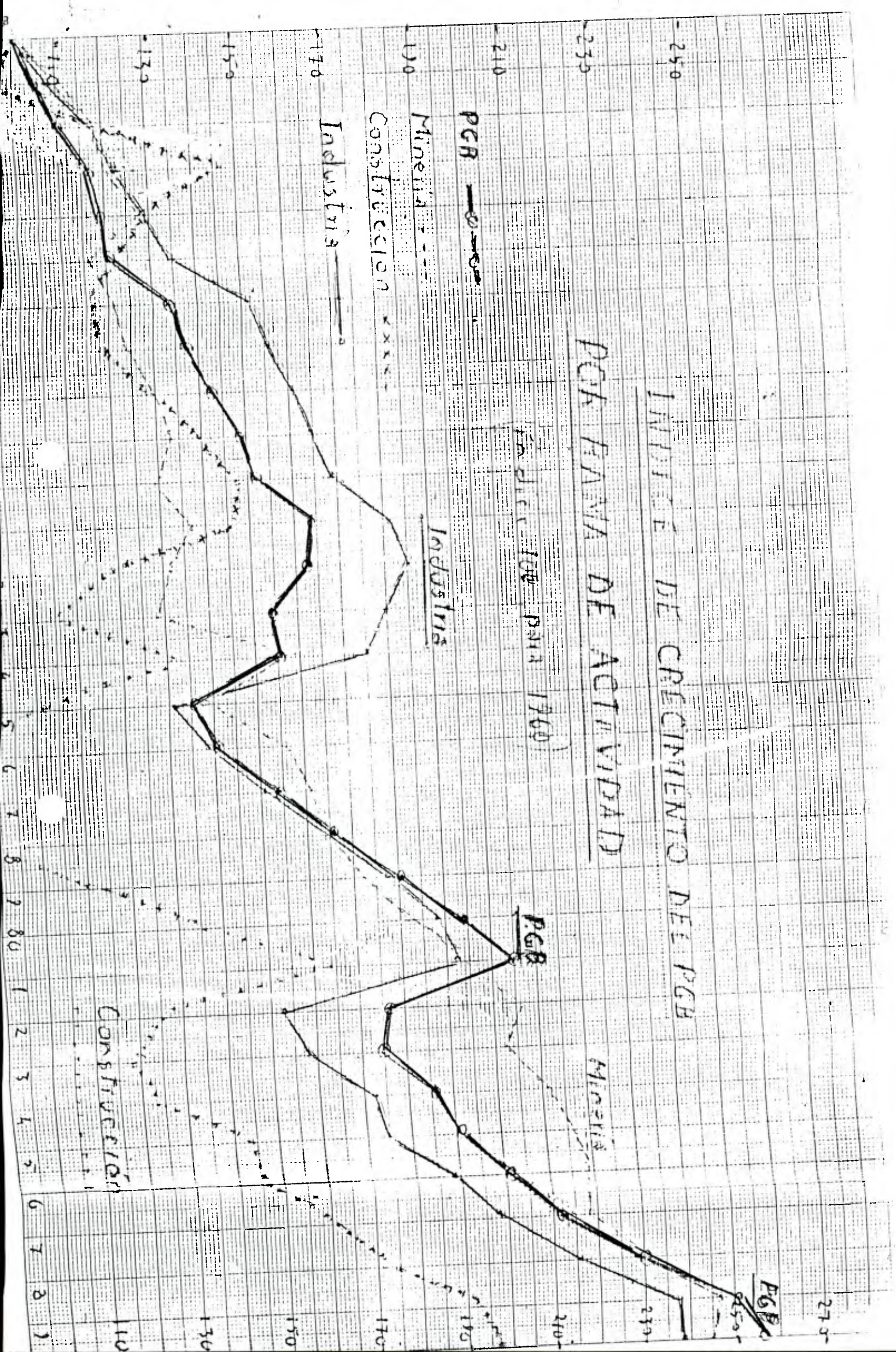


JAMES DOUGLAS

# INDICE DE CRECIMIENTO DEL PGB

## POR RAMA DE ACTIVIDAD

EN DIC. 1960 PARA 1960



Los signos favorables son muy recientes:

Inflación que baja de un 2,9% en octubre a un 0,9% en noviembre. Lo que hace muy probable que se cumpla la meta gubernamental de un 18% en 1991. Nacional.

Desocupación. La de ocupación bajó de un 7,7 a un 7%. Esto se debe a un percunpa de Pagua y a las labores agrícolas estacionales ligadas en forma especial a la exportación de fruta.

Índice de producción en octubre es de 12,4% a un año antes.

### Índice de producción y venta industrias

Fuente Instituto Nacional de Estadística. Al comparar los índices de octubre 1990 a 1991 en producción ind. 8,6% y en ventas ind. 13,3%

Fuente Sociedad de Economía. En las mismas condiciones anteriores: prod. 4,5% y en ventas 14,7%.

Generación de energía eléctrica. En octubre 1991. 11,6%.

### Índice de ventas de supermercados

Al comparar el índice de octubre con el de octubre de los años nominales hay un índice nominal de 40,5% y un índice real de 13,3%.

### Índice de recuperación

El índice de recuperación en el mes de octubre, bajó en octubre a un 2,5% frente a un 4% que tuvo en el mes de septiembre.

Con base en el índice de 1987 el índice de recuperación tuvo un valor máximo en el mes de 1991 de 111,42 y en octubre bajó descendido a 107,99. Esto es, de 3,7 puntos a 3,15.

### Tasa de desocupación

Según el INE en el trimestre que termina en octubre, la tasa nacional de desocupación bajó de cinco puntos en 7,6% (de 7,5% el mes anterior). En la Región Metropolitana el valor del activo cayó a 7,6% (de un 8,3% un mes antes).

### Prognósticos

Es probable que las tasas de desocupación vayan a bajar en los próximos meses de este año.

También es posible que el IPI de diciembre también vaya a bajar.

Así mismo se puede prever unas altas y crecientes ventas y producción industriales. Y mayor actividad en la construcción. Con un record de 87 mil viviendas. En general, se puede estimar que la tasa de interés va a tender a la baja el próximo año.

Sin embargo, frente a estas perspectivas optimistas para 1991, hay diversos nubarrones, como la recesión norteamericana y de Centro-Europa y de la URSS, que posiblemente reserven tropiezos a este desarrollo con mejores valores para 1992, y los años venideros.

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225

230

235

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245

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255

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285

290

295

300

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310

315

320

325

Services

INDICE DE DEPENDENCIA DEL PGB

FOR RAMA DE ALTO Y BAJA

Andrés Bello 1964

PGB

Comercio

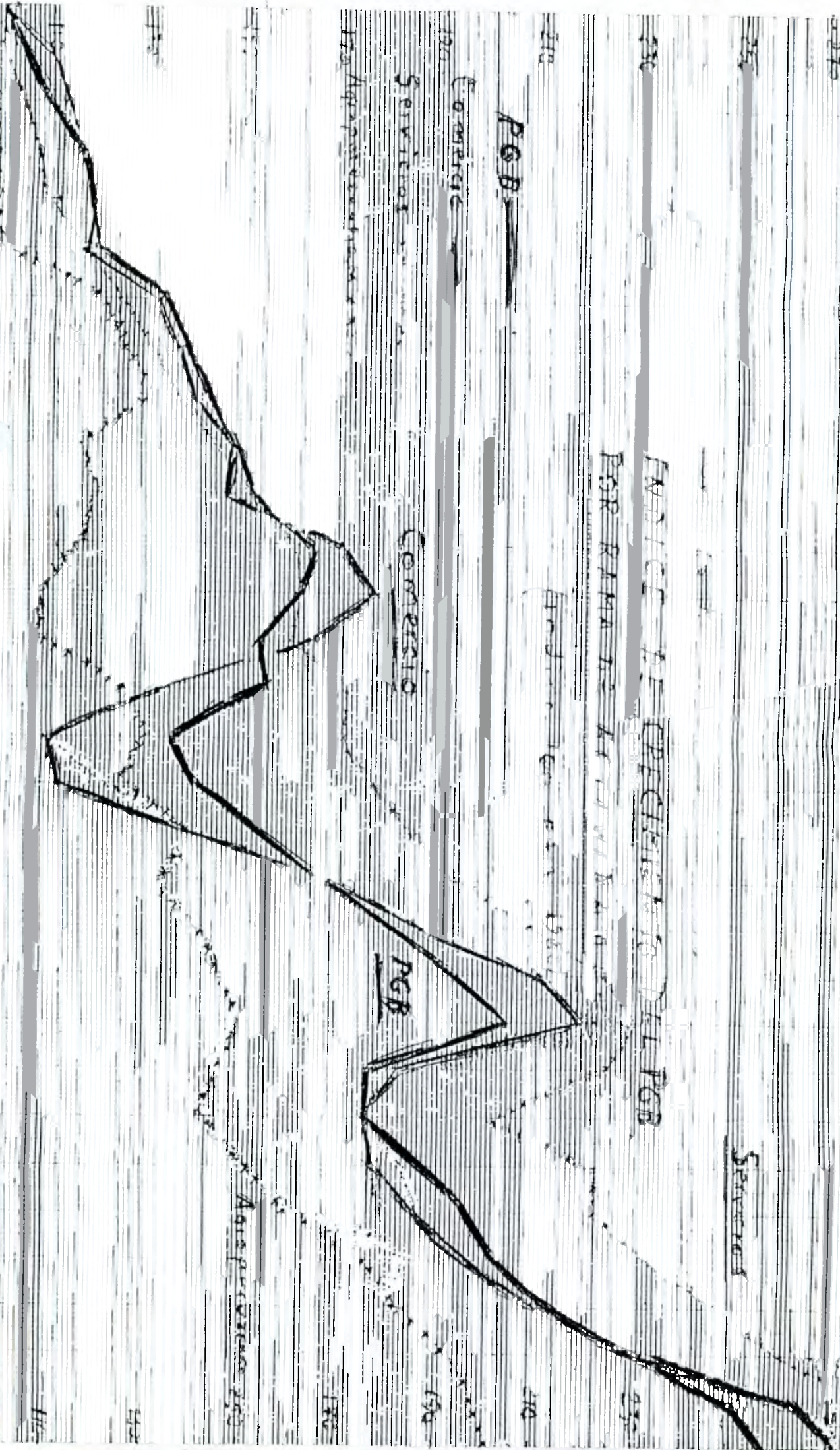
Services

Agropecuaria

Comercio

PGB

Agropecuaria



PRONOS La Capitanía 841 Las Condes



NO INCLUYA DINERO  
ES ILLEGAL  
USE GIROS POSTALES



USE  
NO