

Chile's Safety & Security Equipment & Services sector is estimated to grow 4% in 2003.

Market Overview

- ▶ In 2002, 30% of Chile's security imports came from the U.S.
- ▶ Personal safety products, access control, fire detection, home automation, CCTV, outdoor photoelectric beam detectors for perimeter protection, integrated systems, sprinkler systems, and signage and lighting, as well as guard services, continue to be in demand in Chile.
- ▶ Chilean companies are receptive to new technologies that guarantee better quality service for residences, companies, institutions, and industries.

Safety & Security Equipment (in millions of USD)

	2001	2002	2003(est.)
Total Market Size	32.1	30.4	31.6
Local Production	2.2	2.8	2.9
Exports	1.9	2.5	2.6
Imports	31.8	30.1	31.3
Imports from the U.S.	8.5	9.0	9.3

Sources: Incomex Chile and U.S. Department of Commerce
(2003 statistics are unofficial estimates).

U.S. Position

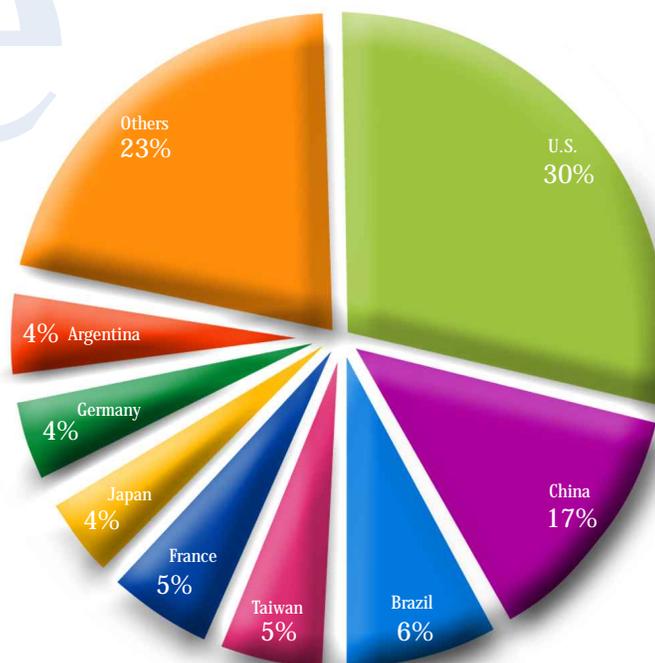
- ▶ U.S. products in the safety and security sector have a strong presence in Chile, due to U.S. companies' long-standing reputation for quality, technical service, and after-sales support, which offsets the perception of U.S. products being more expensive than those of major competitors. U.S. imported products include: helmets, goggles, seat belts, fire-fighting trucks, suits, gloves, access controls, sprinklers, detection equipment, alarms, and more.

Competitors

- ▶ During 2002, security-related imports came mainly from the U.S. (30%), followed by China (17%) and Brazil (6%).

Safety & Security Imports 2002

Source: U.S. Department of Commerce



Principal Sub Sectors

- ▶ Personal Safety
- ▶ Home/Institutional Automation
- ▶ Fire Fighting Trucks, Equipment & Tools
- ▶ Hazardous Material
- ▶ Risk Prevention
- ▶ Guard Services

Commercial Opportunities

▶ The Chilean safety & security market is open to new technologies to upgrade old security systems. Also in demand are new technologies for perimeter protection, integrated systems and X-Ray systems for airports, ports, bus and train terminals.

▶ The construction industry is growing at a 4% annual rate. Demand for sprinkler systems, anti-panic bars, alarms, smoke detectors, etc. are among the most sought after equipment in this sector.

▶ Major commercial/industrial facilities such as banks, financial institutions, hotels, hospitals, clinics and shopping malls are looking for state-of-the-art security equipment and technology.

▶ Chile is seeking to double its current prison capacity. In fact, the third bid for the concession of prison infrastructure opened in October, 2003 for a total of US\$80 million; a fourth concession bid is expected for the end of 2003, for a total of US\$50 million. The tenders involve the design and build out of facilities, as well as related services.

Principal Harmonized Codes for The Safety and Security Sector

Preparations and charges for fire extinguishers	38130000
Safety headgear	65061000
Fire extinguishers	84241000
Fire fighting vehicles	87053010
	87053020
	87053090
Safety garments	62101090
Articles of apparel and clothing accessories (including gloves)	39262000
	40159000
	61169300
Safety glass	70071100
	70071900
	70072100
	70072900
Goggles	90049010
Sprinklers	84243000
Spraying devices	84248900
Burglar or fire alarms	85311010
	85311000
Tanks and other armored fighting vehicles	87100000
Autonomus respiratory equipment	90200011
Video equipment	90071910

Source: U.S. Department of Commerce.

Other Resources

- ▶ U.S. Department of Commerce Safety & Security Team contact: Linda Santucci: Linda.Santucci@mail.doc.gov
- ▶ U.S. Department of Commerce Trade Development contact: Howard Fleming: Howard_Fleming@ita.doc.gov
- ▶ Chile's Interior Ministry: www.interior.gov.cl
- ▶ Chile's Justice Ministry: www.minjusticia.cl
- ▶ Chilean Police: www.carabineros.cl

CONTACT US

We hope that you find this information useful. If you would like further information, please contact Veronica.Pinto@mail.doc.gov, the CS Santiago Safety & Security Specialist. Visit our website www.buyusa.gov/chile to discover other commercial opportunities in Chile.

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