



UNIVERSIDAD DE VALPARAÍSO

FACULTAD DE CIENCIAS ECONÓMICAS Y ADMINISTRATIVAS

ADMINISTRACIÓN DE NEGOCIOS INTERNACIONALES

EVALUATION REPORT OF A POTENTIAL PRODUCTIVE CHAIN BETWEEN
CUYO, ARGENTINA AND VALPARAÍSO, CHILE AND CHINA IN ORDER TO
INCREASE CHILE'S COMPETITIVENESS

EXTENDED PROFESSIONAL PRACTICE REPORT SUBMITTED TO
THE CAREER OF INTERNATIONAL BUSINESS MANAGEMENT
UNIVERSIDAD DE VALPARAISO TO OBTAIN THE
DEGREE IN INTERNATIONAL NEGOTIATIONS
PROFESSIONAL TITLE INTERNATIONAL
BUSINESS MANAGER

Author

INGRID OESTREICHER R.

TUTOR: TERESA PINO.

Viña del Mar, July 2014

To my mother, in spirit enjoy this achievement that is both yours and mine.

ACKNOWLEDGEMENTS

Behind every dream there are always people who support us and believe in us. They are special people who encourage us to move forward with our projects providing us with their solidarity in different ways.

First of all, I want to thank God for giving me the chance to meet all the requisite of the Career of International Business Management and putting on my way beautiful people who have helped me to be a professional. To Ida Inés Raddatz Guerrero, my mother, for the love, support and all the efforts that she made for me, to go to the University and achieve a professional degree; my brothers Mario and Pablo Oestreicher Raddatz for their unconditional support despite the difficulties that occurred in this long walk.

Thanks to Flores Narvaez family -Claudio, Mónica and Joaquín- for the encouragement they gave me when I thought I could not achieve this goal, and above all for the love you gave me in the eaves of your home. My husband, Efraín Villarroel De Mayo, for his unconditional love and for being the ideal partner that has encouraged me in my development as a professional woman and has helped me in this last stage of university life. Thanks to Professor Teresa Pino for her example of professionalism, patience and support in the development of this thesis; and finally, those who accompanied me on long hours of study and who were a major support when I entered the university -Carla , Macarena , Lorena , Alicia, Pablo and Daniela- thanks for your friendship.

TABLE OF CONTENTS

CHAPTER I ANTECEDENTS OF PROFESSIONAL PRACTICE	8
I.I.- Description of the company or organization	9
I.II.- Description of the performed functions	10
I.II.I.- Work Developed.....	10
I.II.II.- Reasons behind the theme to develop	10
CHAPTER II: DEVELOPMENT OF THE TOPIC	11
II.I.-Problem Statement	12
II.II-Questions	13
II.III.- Objectives	14
II.IV.- Coceptual Framework.....	15
II.V.- Descriptive Methodology.....	19
II.V.I.- Partner Country Argentina, provincia de Cuyo	20
II.V.II.- Base Country Chile, Valparaíso	26
II.V.II.- Target Market, China	28
II.VI.- Results	31
II.VII.- Discussion	36
CHAPTER III.- CONLUSSIONS	39
APPENDED DOCUMENTS.....	45

ABSTRACT

In the globalized world we live in today, economic openings are increasingly important for the development of a country, but it is necessary for the benefits of this economic openness to be equitable in order to improve the quality of international relations among nations. In this case, Chile has an extensive list of trade agreements that reflect that the evolution of the opening to the world has increased in the last 20 years and has delivered great benefits to the country. The productive chains are intelligent business forms; many Chilean exporters used it to optimize their resources. Through association, Chile has obtained great benefits and has used trade agreements efficiently. Nowadays, there are various ways to generate productive chains and in this work an evaluation is presented from the point of view of International Relations and existing trade agreements between the province of Cuyo, Argentina , the region of Valparaíso , Chile and China in order to determine if it is convenient to generate a beneficial productive chain for the three countries.

En el mundo globalizado en el que vivimos hoy las aperturas económicas son cada vez más importantes para el desarrollo de un país, sin embargo es necesario que los beneficios de esta apertura económica sean equitativos para mejorar la calidad de las relaciones internacionales entre naciones. En este caso Chile cuenta con una lista extensa de acuerdos comerciales que dan cuenta de la evolución de la apertura hacia el mundo que ha aumentado en los últimos 20 años y que han entregado grandes beneficios para el país. Los encadenamientos productivos son formas de negocio inteligentes que muchos exportadores Chilenos han usado para optimizar sus recursos, de esta manera, por medio de la asociación han obtenido un mayor beneficio y han aprovechado los acuerdos comerciales de manera eficiente. Hoy en día existen diversas formas de generar encadenamientos y en este trabajo se presenta una evaluación desde el punto de vista de las Relaciones Internacionales como de los Acuerdos Comerciales existentes entre la provincia de Cuyo, Argentina, la región de Valparaíso, Chile y China en orden de determinar si es conveniente generar un encadenamiento productivo que sea beneficioso para los tres países.

INTRODUCTION

In 2008, the Directorate General for International Economic Relations (DIRECON) issued a report called "PRODUCTIVE CHAINS", which aims to reveal the possible productive chains by Product between the countries of Argentina and Brazil - as base countries- and China, the U.S. and Mexico as target market. The same study focused on the productive chain Argentina: Chile - China, for the year 2008 with numbers and reports that focused on seeing what products could be used in this matter.

This extended practice report has been based on the aforementioned report to find a specific list of products that could be productively chained between the region of Cuyo-Argentina, Valparaiso-Chile and China as a destination at the request of Ms. Claudia Chaparro, Regional Director ProChile - Valparaiso.

This has been based on all the information obtained from WEBCOMEX belonging to DIRECON by the year 2011; in addition, to follow the same methodology as was done in the previous report, considering how the international contingency is today among the related countries and taking into account the criterion of professionals working in ProChile. The main objective is to find a list of products that can be related in order to generate an efficient productive chain.

CHAPTER I

Antecedents of the Professional Internship

I.I.- Description of the company or organization

PROCHILE is an institution of the Ministry External Relations responsible for promoting exports of products and services of the country, and contributes to the dissemination of foreign investment opportunities and tourism promotion. It offers to Chilean exporters 15 regional offices throughout the country and a network of more than 50 commercial offices in the world, with the know-how and information that is needed to boost the national export sector.

PROCHILE supports the internationalization of products and services through a wide range of tools among which stand out information systems of high quality, participation in major international exhibitions in the world, and programs designed to develop the full potential of the exporter. Its main objectives are to support with its services to 60% of domestic exporters and to help reduce the risks inherent in the internationalization process, so at least 500 companies can diversify and conquer a new target market, focusing on those that currently export to only one or two places in the world. It also promotes the internationalization of innovation through training programs and support to the exporter to have the companies with exportable differentiation based on innovation.

I.II.- Description of the performed functions.

Among the activities I performed during my internship are: Full Assistance to the Food productive area with Sylvia, the Lillo person in charge of this sector, registration of companies in business rounds, updating database of exporters in the food sector, coordinating attendees at Expo Brazil 2012 Services productive area, at the request of the Director of ProChile V region, and preparation of report production chain Cuyo-Argentina , Valparaiso-Chile and China.

I.II.I.- Work Developed

The main job was to elaborate a brief report of productive chains between the regions of Cuyo, Argentina and the region of Valparaiso - Chile about the exporting products to China. Based on a report done by DIRECON in 2008, a small report on the possibility of holding a productive chain between these regions was generated, given the political-economic contingency of both countries.

I.II.II.- Reasons behind the theme to develop

The potential to generate productive chains between Chile and Argentina can turn into a unifying tool to improve and enhance, in an intelligent way, the trade and the political relationships of these countries; and thereby, increase together their international competitiveness.

CHAPTER II

Development of The Topic

II.I.- PROBLEM STATEMENT

Considering the international problem of the import restrictions which have been implemented by the Republic of Argentina from 2007 onwards, and the strong developments of the protectionism over the years to shield the domestic market of Argentina and that its balance of trade has presented several difficulties for Chilean exporters and importers to do business with this country, causing long delays and high costs for many exporters.

In order to face this, ProChile - Valparaiso requested a brief review of the report of productive chain of the year 2008 made by General Directorate of International Economic Relations (DIRECON), which states the implementation of this mechanism to increase the volume of Chile's exports and strengthen trade relations between the businessmen of both countries.

First of all, a list of products that can be productively chained between the region of Cuyo-Argentina and Valparaiso-Chile; its appropriateness was assessed from the point of view of trade to China as a destination market. The results were requested to be evaluated from the point of view of international relations existing between the two countries and their suitability for Chile.

II.II- QUESTIONS

1. What are the barriers that Argentina has implemented to protect its industry?
2. How has protectionism affected Argentina's international relations with other countries?
3. Is it possible to generate a productive chain between Chile and Argentina considering the barriers implemented in recent times by the neighboring country?
4. What products can be included in the productive chain between these countries?
5. What is the current international relationship between Argentina and China?
6. How has Argentina's protectionism affected the international relations with China?

II.III- OBJETIVES

II.III.I GENERAL OBJETIVES:

Elaborate a list of several products that can be used in a productive chain between Argentina (Provincia de Cuyo) –Chile (V región) -China

II.II.II SPECIFIC OBJECTIVES

- Describe the relevant economic background of Argentina
- Describe the relevant economic background of China
- Describe the relevant economic background of Chile
- Determine the products that can be imported into Chile as raw material.
- Determine an example of tariff classification on products processed in Chile with Argentina raw material that can be exported to China.
- Define how the Argentina's protectionism can determine the realization of productive Chains between countries.

II.IV.- CONCEPTUAL FRAMEWORK

Chile has 23 commercial agreements with 60 countries, which has allowed it to diversify the markets and provide better international relationships. Also, with all the trade agreements, Chile has demonstrated that is a safe and profitable country for any nation that wants to develop a commercial relationship. The trade agreements that Chile has subscribed are the ones shown on table 1 in the appended documents. For this productive chain it will be taken into consideration the FTA with Argentina and China.

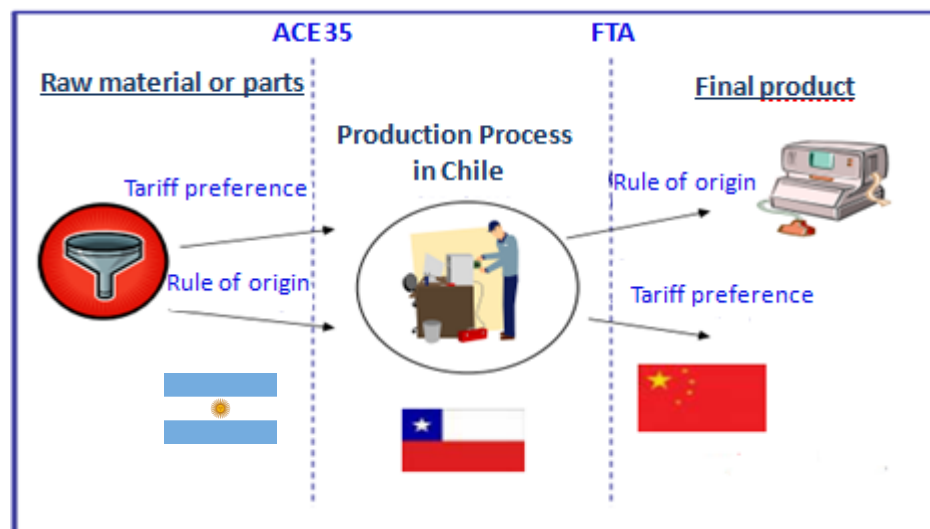
With so many Commercial Agreements, Chile can enjoy a lot of tariff preference to import the raw material or parts, and also to export the final product and make a better use of the FTA. The main objective of the FTA is to achieve reductions in their tariffs to thereby access markets more easily; Taxes imposed over regular custom duties are called tariffs. Tariffs give an advantage in price to locally-produced goods over imported goods with similar characteristics, and they raise revenues for governments (World Trade Organization, 2013). When there is a tariff reduction in a target market, the product become more competitive and can be commercialized with ease.

PRODUCTIVE CHAIN is defined as the concept of “Cluster”, “geographic concentrations of specialized companies, the dynamics of interaction explains the increase in productivity and efficiency, reducing transaction costs, accelerated learning and knowledge dissemination” (Porter,1998). “Cluster” is a key concept to understand productive chain; it has evolved to a new expression that includes a long geographical distance, commercial agreements and negotiations. There are three concepts that are basic to understand the productive chains, these concepts are:

a) **PARTNER COUNTRY**, it refers to the country from which the raw materials, part or pieces come from to be processed in Chile. There must be a free trade agreement between the partner country and the base country. (General Directorate for International Relations, 2008)

b) **BASE COUNTRY**, is the country where all the raw materials, part or pieces are transformed into a new product to be exported complying with the rules of origin to qualify for duty preference that provides an edge in the target market. (General Directorate for International Relations, 2008)

c) **TARGET MARKET** is defined as the country that will receive the final products, which comply with the rule of origin under the Agreement with Chile. (General Directorate for International Relations, 2008)



In order to access to these preferences, the WORLD TRADE ORGANIZATION (WTO) has defined the rules of origin that every Trade Agreement has in it as: “the

criteria used to define where a product was made” (WTO, 2013). The rules of origin are intended to determine the country in which the products have been produced in accordance with the criteria set for it. In other words, it indicates the conditions or requirements that the materials must meet for the product in which is incorporated to enjoy the duty preference that has been included in the corresponding commercial agreement.

The **PROTECCIONISM** of Argentina is a key concept to understand the impact of this commercial policy in the Chilean Market and to know if it is convenient to produce a productive chain with Argentina and take advantage of the Chile-China FTA at the same time.

The **PROTECCIONISM**, as indicated in The Great Economy Encyclopedia (2009) “is a commercial and industrial policy which states the Argentina’s Government, contrary to the Free Trade Area that seeks to defend national industry against foreign competition. This can take various forms: tariffs, quotas, prices, exchange control laws, substitutions, and documents”. The barriers that Argentina is implementing are both tariff and documentary restrictions, which are causing long delays in the process of entering the products, jams at customs and mistrust on part of Chilean importers who do not know when their products or raw materials will arrive to Chile.

Those barriers are not a new measure in this matter; throughout the history, governments have regulated international business, they have been a permanent resource, though not always with similar characteristics. One of the main tools to control

foreign trade was the use of tariffs. But as the complexity of the economies grew, the forms of such regulations became more varied.

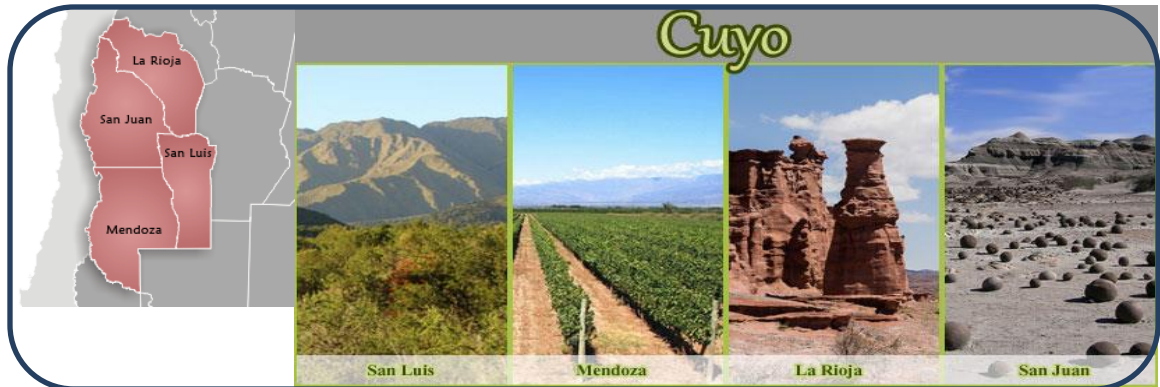
In just four months in 2012, the so-called Authenticated Early Import Declaration (one of the protective measures taken by the Argentina's Government) has led to the closure of the third part of Chilean exporters and reduced to thirty percent the traffic of industrial products for the Argentine market, creating long delays and increasing the cost of exports for many exporters. The Government of Cristina Fernández de Kirchner has promoted these practices in order to protect the Argentine industries such as agriculture and livestock, the dairy and textile among others, and repair the negative balance of payments.

II.V.- DESCRIPTIVE METHODOLOGY

The same methodology which was implemented in 2008 DIRECON's report which was meant to "make crossings trade figures (exports and imports)" between Argentina (Cuyo) ,China and Chile (region V), will be implemented to identify products from Argentina that can be used as (otherwise parts or pieces) raw material to elaborate other products in Chile and then to be exported to China. To this criteria were added other more specific products, such as, exports of those products that Chile does not produce, or even China's total imports for each item, as well as the rules of origin that are required to enter the Chinese market. (See table number 2 and 3 appended documents).

In a second phase, and based on the results obtained, a review of product by product (subheadings) was made using criteria of technical knowledge and experience in the markets that the person in charge in every field in PROCHILE has; for instance: Sylvia Lillo, ProChile Officer; food Industries Officer Ludwig Mayer and Claudia Chaparro as Director of ProChile V Region, in the process of integration in addition to the respective rules of origin. Thus, a list of potential products was obtained to make the productive chain between Argentina (Province of Cuyo), Chile (Region V) and China.

PARTNER COUNTRY Argentina, provincia de Cuyo



The Argentine territory has a surface 2.7 million km² (excluding Antarctica) and a population of 39.4 million inhabitants (National Institute of Statistics and Censuses, 2010). Between 2003 and 2013 Argentina's economy grew at an annual average of 8.3% and unemployment fell to 6,8 % third trimester of 2013 For its part, exports and imports were historical records of \$ 80,000 million and U.S.\$ 68,000 million, respectively, during the year 2012(Periodic la Nación, 21th sept 2013). Foreign investment has increased through incentives to mining; the growth of the foreign investment during the first half of 2012 was 42%. (Argentine in news, “Foreign investment: Myths and realities, 2013)

The major economic activity is adding value to agricultural products such as oil, grain, hides, wool, meat, wine, oil and minerals. Mining, fishing and forestry sector have increased in importance in its contribution to Gross Domestic Product (GDP).

Argentina's foreign trade totaled U.S. \$148,671 million in 2007, totaling \$80,163,000 exported and imported U.S. \$68,508 million (National Institute of Statistics

and Censuses, 2010). In terms of export destinations, Brazil was ranked first, followed by Chile and China third. For its part, the U.S. ranked fourth destination of exports from Argentina at the end of 2012. (See table 1).

The year 2012 China was the third destination of exports from Argentina, with a participation of 7.6% in total exports. Meanwhile, imports from the Asian country accounted for just over 14.11% of total imports by Argentina, becoming the second source of imports. (See table 2)

TABLE 1
Argentina Exports M(US) destination countries exports in US in 2012

Country	2012
Brazil	16.495
Chile	5.065
China	5.021
U.S.	4.089
Spain	2.650
Netherlands	2.236

Own elaboration Internarional Economic Center,2012

TABLE 2
Argentina´s Imports M (US) Origin Countries in 2012

Country	2012
Brazil	17.907
China	9.952
The United States	8.388
Germany	3.714
Mexico	2.252
Trinidad y Tobago	1.905
France	1.600
Japan	1.509
Italy	1.457

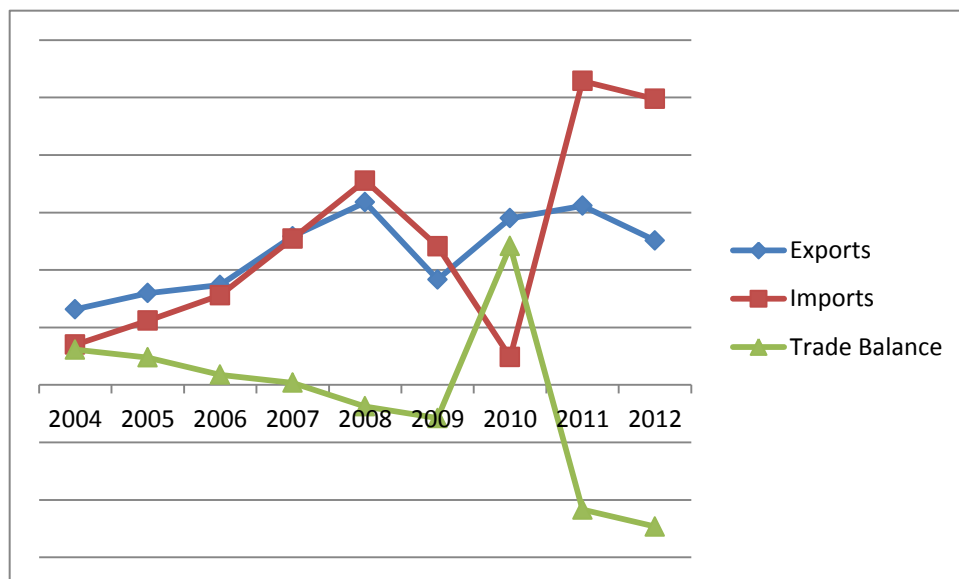
Own elaboration from International Economic Center,2012

Graphic 1 fluctuations in relation to the import and export experimented during the period 2004-2012. The exports from Argentina to China have grown steadily over this period reaching that final year to \$ 5,000 million.

China is a great regular consumer of food and this is reflected in the behavior of Argentine exports to that market. Imports meanwhile, went over \$ 9,000 million in 2012.

GRAPHIC 1

Commercial Exchange between Argentina and China



Own elaboration from International Economic Center,2012

The territorial division of Argentina consists of 23 provinces plus the Federal Capital, grouped into five macro regions, which are: Northwest (NOA), Northeast (NEA), Pampeana or Central, Cuyo and Patagonia (Argentina Explora, 2013).

The Pampas, concentrates 67% of exports from Argentina and mainly involved in exports of Buenos Aires, Santa Fe and Cordoba. These provinces specialize in livestock, grain and oilseed, agri-business and manufacturing. Patagonia, on the other

hand, is the second exporting region with 4% of the country, being its main export Chubut province, with oil and aluminum (International Economic Center, 2012).

The NOA is the third largest exporting region and specializes in mining, oil, citrus, sugar, tobacco, beans, vegetables and soy. Catamarca is the province of copper and gold, and it is an exporter of gas and electricity. Form the five regions that the Argentina's territory is divided, only two concentrates 82% of the exports to Chile. (International Economic Center, 2012).

The region of CUYO is formed by the provinces of Mendoza, San Juan, San Luis and La Rioja, one of the most important activities is the cultivation of vines and grapes and the production of wine, being the Cuyo region recognized for the excellence of its grapes and wine production. The provinces of Mendoza and San Juan centralize the highest percentage of wineries and vineyards in the country. Due to the maximally arid climatic conditions, irrigation is necessary. The land cultivated with vines is surrounded by trees whose function is to stop the Andean winds. Private and public policies are more oriented to the world market than domestic. For this reason the production of fine wines is chosen (Argentina Explora, 2013).

Argentina's Commercial Relations

Argentina is one of the countries belonging to MERCOSUR; therefore, it participates in the 15 commercial agreements; Argentina or Mercosur still do not hold a trade agreement with China, thus there are no tariff preferences for its products, although a close business relationship exists in terms of imports and exports between the two

countries; they do not have benefits for entering the country. See table 9 and table 10 appended documents.

On the other hand, the large number of trades and foreign-exchange restrictions carried out by the Government of President Cristina Fernandez de Kirchner won Argentina the title of the country's most protectionist of the world. The policy of controls designed primarily by the current import of Internal Trade, Guillermo Moreno, to maintain the external surplus (in imminent decline) and avoid a balance of payment crisis, led to the local economy to increasingly shut down to the rest of the world.

Between 2003 and 2009, the high value of the dollar and the increase in Argentina's exports (at this time it was devalued currency), led to a period of surplus in the balance of trade. However, exports are concentrated mostly in sectors with low added value and low technological content, while imports, excluding fuel, have the opposite profile. At this lower competitiveness of Argentine products is necessary to take into consideration the high inflation of 2009, which places the country among the three countries with the highest inflation in the world according to the International Monetary Fund (IMF). This loss of competitiveness caused by inflation of the Argentine peso, coupled with a growing domestic demand, has led to an increase of imports, resulting in an equilibrium in the trade balance. This equilibrium makes the government fear a rise in the dollar, due to the lack of foreign exchange, which aggravates the situation further (Merching, 2013).

In this context, the economic policy gives a strong turn towards protectionism and capital controls. It tries to hinder the exit of dollars by discouraging imports, and the

acquisition thereof by Argentine citizens. These measures are being totally arbitrary for the country, according to data compiled by the Bank of Spain from April to June 2012: investment fell 15%, the GDP recorded zero growth from 9.1% in the same quarter of 2011; and creating unemployment in the last two quarters, for the first time since 2002. Among other restrictions, the Argentines are prohibited from purchasing foreign currency and destine savings accounts or buying property, which has led to a precipitous decline in the housing market.

In an international look, U.S. economist Nouriel Roubini, 2012, has criticized protectionist policies, warning that Argentina “is geared towards state capitalism.” “Argentina has been adopting measures which impact negatively on the confidence of investors and consumers”.

The constraints imposed on imports also have a strong impact on international relations, as an example Brazil. In October, Brazilian exports to Argentina fell 18.4 % from the same month last year, which causes the great colossus also begin to criticize and distrust its neighbor (Pallares, 2012).

Protectionist policies have created a climate of discontent within the country and outside it are assuming a real war, where Argentina is becoming increasingly lonely and gathering more enemies. The confidence in the country is almost zero, so there is no investment, and more and more people decide to go for fear of further restrictive measures, with the existing legal uncertainty generated.

BASE COUNTRY Chile, Valparaíso.

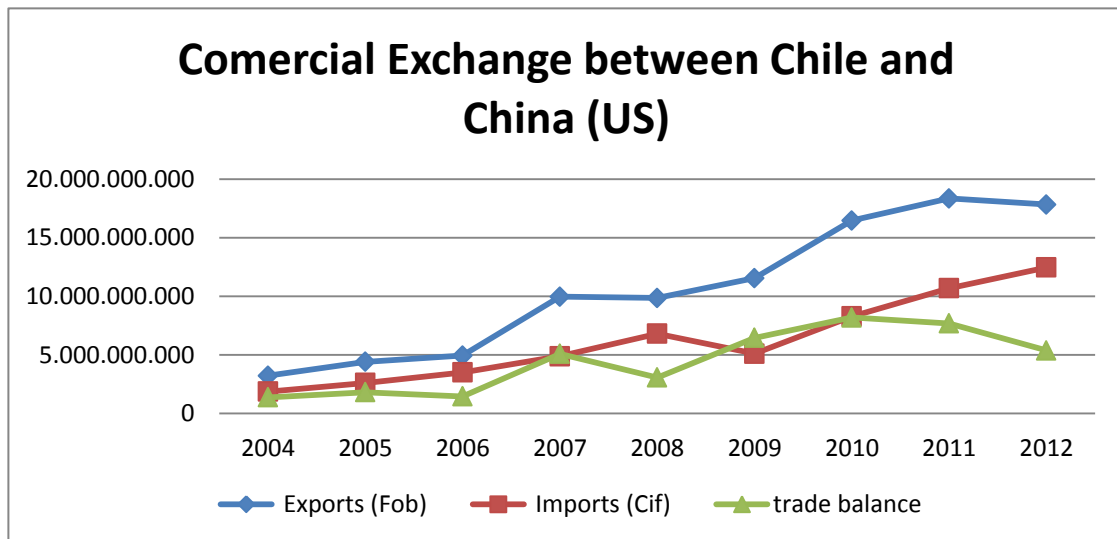


Chile has concretized 23 commercial agreements with 60 countries, recently joining the free trade agreement with Vietnam, whose effective date was for February 4, 2014. All these agreements have allowed it to increase its international competitiveness and diversifying their markets enabling it to generate more and better revenue. (See table 3 appended documents).

One of these 23 trade agreements is the Chile-China FTA that entered into force on October 1, 2006, allowing sustained increased of imports and exports between the two countries. One of the most important aspects of this agreement is tariff preferences and requirement of origin that were generated once the agreement finalized. The products entering China from Chile under zero duty; therefore, there is a considerable increase in income of Chilean exporters and an ease in the entry of Chilean products to this country. The main export market of Chile is China, for an amount of US\$18,350,672,814.410 in 2011. This market is preferably accessible since Chile has an existing FTA that allows most of the products admitted to this country a zero duty

(Prochile, 2012). The major regional exports until 2011 to China are regional Grape varieties, wines, lobster, crabs, metals such as copper, cherries and others (table number 3, appended documents).

GRAPHIC 2



Own elaboration from Source: ProChile, webcomex

Graphic 2 shows the evolution in export and import after the subscription of the FTA between China and Chile, a sustained increase in both imports and exports generating a stable trade balance over time with a surplus for Chile, which has remained well since seven years, the reason for this is copper, a leading Chilean raw material, having this Asian nation as its main consumer and partner.

TARGET MARKET, China.



The resurgence of China in global economy is one of the greatest events in the early years of this century. The reforms to China's economic opening have been implemented in three phases, the first comprising 1979 to 1992 period characterized by the introduction of incentives to generate the leap of agricultural productivity aimed at overcoming hunger and ensure food to overpopulated country and the beginning of industrial structure transformation through combined tools of commercial policies, investments and technological improvements. The second stage coincides with changes in the political leadership and ranges from the mid-nineties to mid-2001, a period in which the reformed agenda highlights the macroeconomic control variables, reforms in the system of public finance management initiatives on tax reform, industrial upgrading, technological acquisition, reform of state enterprises and the deregulation of financial sector. In this period China consolidates its dynamic economic integration system in the world, whose last milestone was its entry to the WTO. (Cesarín et al, 2005).

From 2001 to the present is a period characterized by the implementation of the commitments of investment openness to foreign capital, the fall of barriers of trade,

legislative adaptation, globalization of large firms is initiated by attractive investment policies abroad, a flexible labor market, the introduction of guarantees on private ownership of the means of production and application of competition policy and economic transparency standards in order to cause a quantum leap that enables to transform China in an advanced economy and of a high technology by the mid 21st Century.

Since China entered the WTO, economic freedom increased greatly, state involvement in industrial production decreased and increased exposure of the domestic economy to foreign competition even in the protected farm sector. Among the commitments to WTO accession is the gradual restrictions on the financial system for the removal foreign firms, schedule stipulates that from 2001, can operate without geographic restrictions or by type of customer (companies or individuals, foreign or Chinese), but even regional controls in this area persist (Cesarín et al, 2005).

As a result, China has become the third largest economy in the world and the third commercial power. The GDP per capita increased from \$ 2,054 USD in 2004 to \$4,100 USD in 2011, with a GDP of 11.4 percent (measuring worth, 2011). China remains one of the main recipients of foreign direct investment (FDI) (as well as the transfer of technology and expertise partners), which has basically been channeled into the manufacturing sector.

To have an active presence of Chile in Asia, it necessarily has to pass through a close alliance with China, economic actor of primary importance in this region. In this context, the FTA with China - the first trading with a non Asian country - is of great

importance. Surely, it will be recognized in the future as a milestone in the history of Chile's trade policy because that trade will develop steadily with that country and this step will promote the integration of Chile to the Asian market. Through this FTA, a tariff reduction of 92% of Chile's exports to China was immediately in effect, applicable from the first day of the agreement. For China, this percentage rose to 50% of trade date. Also, rebates at 1,5 and 10 years were contemplated for access products from Chile to China and within 1, 2, 5 and 10 years for China's exports to Chile.(Free Trade Agreement Chile-China, 2006)

II.VI.- RESULTS

PRODUCTIVE CHAIN

Following the methodology of the report DIRECON, lists of six relevant products were obtained:

- CUYO, Argentina exports to China. (See table 6 appended documents)
- VALPARAÍSO, Chile exports to China. (See table 7 appended documents)
- Chile's export to China. (See table 8 appended documents)
- Argentina's exports to Chile. (See table 9 appended documents)

Relevance was given to the criteria of transformation that must be performed to achieve the objective of generating a product in Chile and then exporting it to China. It took into consideration the REGIONAL VALUE CONTENT that must be 50% of the product cost to enter the Chinese market, which means that at least half the inputs must originate from Chile. To determine which products can generate the productive chain using raw materials, parts or pieces to transform, adding Chilean elements to the end product. According to these criteria, seven products were found and classified by the Current Customs Tariff (Chilean Government, Customs, 2012) to generate a productive chain between CUYO, Argentina - VALPARAISO, Chile - China with their respective change in the customs code numbers are listed in table number 2.

It can be seen that leather is used as raw material in the manufacturing of clothing, which can be used as applications that will add value to the final product. Argentine grapes can be transformed into unfermented grape juice, the fruit of the trans-Andean seeds and finally sweets or chocolates made with sprinkles without cocoa from

the neighboring country are mentioned. Based on the results obtained and taking into account that the productive chain consists of 3 stages that define it, three factors should be taken into consideration that are relevant to concrete this integration process in direct benefit or detriment of the exporter: International relations, Associated Costs and Certified Quality.

TABLE NUMBER 3

CODE	ARGENTINA,CUYO	NEW CODE	VALPARAÍSO, CHILE-CHINA
41.04.41	Leather and furs tanned or bovine (including buffalo) or equine animals, whether or not split, but not further prepared. - in the dry state --- full unsplit;	42.02.11.	Other articles of pocket or handbags (purses)
41.07.12	Leather further prepared after tanning or crusting, including parchment-dressed leather, of bovine (including buffalo) or equine animals, whether or not split, other than those of heading 41.14. - Whole hides and skins -	64.03	Footwear with outer soles of rubber, plastics, leather or composition and uppers of leather.
41.07.92	Leather further prepared after tanning or crusting, including parchment-dressed leather, of bovine (including buffalo) or equine animals, whether or not split, other than those of heading 41.14. - other, including the sheets	42.03	Articles of apparel and clothing accessories, of leather or of composition leather.
08.06.20	Grapes, fresh or dried, including raisins.	20.09.61	Grape juice (including grape must), unfermented
12.09.91	Seeds, fruits and spores for sowing. -		Fruits of Argentine seed
17.04.10.	Articles of sugar without cocoa (including white chocolate).	17.04.90.20	Chocolates, candies sweets and cakes, without cocoa

1. - International Relations

Since 2012, Argentina has imposed several measures to control the output and foreign exchange earnings from the country; it began to collapse trade between the two countries resulting in congested customs offices because the products were awaiting approval for admission. The measures of imported goods and services that incorporated the Argentine government are the following:

- All importers must previously cast the Pro-Forma Invoice, Purchase Order or similar document used to request its purchases operations abroad, make an Affidavit advance Import (AAI) Implement the "Electronic Single Window for Foreign Trade" importing service. The importers must produce the information on the "web" site of the AFIP.
- Attach digitized version of the contract that the service supports each remission constitute an Early Affidavit Advance Services (EAAS) for which the system will assign an identification number.
- No Automatic License prior to import (NALPI). After approval of AAI, some products must obtain NALPI application of import licenses. Import licenses are signed by the Secretary of Commerce.
- All importers of pork in the Argentine market must register. Applies to certain tariff positions, Mercosur Common Nomenclature (MCN), specified in Appended I of Resolution No. 119/2007 (MEyP) was filed after approval of AAI.

Modifications for the purchase of currency primarily oriented to individuals and tourism that leaves the country. Under these new regulations the Chilean government arranged all its technical equipment to help Chilean exporters doing business with Argentina and after several procedures certain benefits were achieved, among which stand out:

- Extension of the period of validity of Import Records of Pork Products (ROI) within 30 days to 60 days just to Chile.
- Fruit and vegetable study agreed to boost exports according to the seasonality of each country and to cover the demand of both countries.
- Strengthening links with Chilean exporters and Argentine importers. This is of great importance for the Chileans to feel supported, given the difficulties they might have had.
- Agreement between Argentine operators and service providers in Chile to accept payment in Argentina currencies (tourism).
- Outstanding participation of the promotion of CHILE destination in Argentina, being today one of the destinations most visited by Argentines who go abroad.
- Increased Chilean supplier visits of travel services to Argentina for promotion.

In order to perform an efficient chain production, the international relations Argentina is having must be carefully studied to determine if it is suitable and if it will comply with the stated requirements.

2.- Associated Costs

In this brief report, a study of the costs associated with the import of raw materials, parts or components to produce a new product and import from China was not considered. Therefore, it is necessary that the exporter complete a study of the costs that would entail an import and this amount has to be compared with the costs of buying in Chile.

If the costs of imported raw materials, parts or components are lower than buying the same in Chile, then it can be determined if it is advisable to make a production chain, from the point of view of costs.

3.- The Certified Quality

Last but not least, the analysis of the quality of the materials is very important as it will allow the Chilean exporter to develop products that generate a good image of the entrepreneur and therefore a greater commitment by the Chinese importer to buy their products. This can be determined by the requirement of international standard certifications that are very necessary to purchase abroad and allow the importer to know that the materials purchased are of quality certified.

II.VII-DISCUSSION

To generate a productive chain efficiently, the level of cooperation in the involved countries is essential in making decisions regarding the topic. The behavior must be evaluated from the point of view of international trade and international relations between the countries that want to generate a productive chain.

As Argentina is in this productive chain the base country, which will require their products, parts or raw materials; there must be an evaluation of the behavior of Argentina in the two above-mentioned aspects with Chile to determine if is appropriate to establish a productive chain in this conditions .

From the point of view of foreign trade, it can be said that Argentina, given its growing protectionism, has changed the way to relate to other countries, generating various obstacles to Argentina's imports to protect its industry. The previous conduct has generated distrust, especially in the countries that have major commercial exchange with the above mentioned country, which they have seen affected in a reduction of the international trade and; besides, problems with the delays in the step along the Argentine customs. As for Chile, there was an impact in the new protectionist Argentine measures that has generated delays in the customs, and losses of million dollars of goods that could not enter to the country.

Using a common criterion, is it possible to establish a business relationship with a partner who generates distrust, especially when the behavior as a partner country has not generated disadvantages for the Argentine exporters? To stimulate a productive

sequence, confidence between partners is essential for those who will be benefited on having taken advantage of major form of their commercial agreements, in this case Argentina would benefit by introducing its products with reductions in the duties in the Chinese market, without necessarily having a commercial agreement with it.

From the point of view of the international relations, Argentina has generated commercial agreements across the MERCOSUR, which has delivered big benefits on having established commercial relations with other countries. On the other hand, belonging to this economic block has allowed it to establish commercial relations across the commercial agreements of an independent way; this generates stumbling stone since Argentina must support an agreement with other countries (Paraguay, Venezuela, Brazil and Uruguay) to establish a commercial beneficial agreement with another country.

Chile has achieved a considerable increase in its commercial relations with the world, increasing its exports year by year, and this way its imports as well. Today, Chile is catalogued as one of the countries of Latin America with better expectations of growth and a land of abundance for the international business. (World Economic Forum, 2013-2014).

From the international relations, Chile counts with 23 commercial agreements with 60 countries and a list of agreements even in negotiation, that reflect the quality of the international relations that Chile has with the world. It can be stated that the commercial opening has generated big benefits for the country and its partners.

Since China has decided to generate a commercial opening and to diminish gradually the protectionism, typical of this country, it has benefited greatly by making partners, one of them is Chile with which an FTA was signed, being the first country of Latin America that generated a commercial agreement. These bilateral relations have produced many benefits for both countries and this process will continue if they improve the terms of their agreements.

The productive chain is intelligent business collaboration; the negotiations seek to provoke a personal decision of the involved ones to achieve something more than only business. The monetary profit is indispensable for the success of the relation, but in this case the countries must be conscious that the business also generates mutual development, and they must act accordingly.

CHAPTER III

Conclusions

In the chain process, none of the involved countries is doing a favor to the other. Every relation of Productive Chain is a business and as such, it generates benefit for both parts. None of the negotiators act forced by other circumstances that are not the expressed aim of the managerial development. In this context, every company insures itself by obtaining a benefit and delivering a clear value in exchange.

The business relation tries to provoke focuses in earning competitiveness for the SMEs (Small and Medium Enterprises), developing systems, methodologies and strategies to act on more differentiated markets, recognizing the importance of the chains of value. This involves a series of changes in the way businessmen behave, provoking transformations of funds in the enterprise culture of every country. Such change implies the acquisition of new knowledge and skills, as well as the revaluation of cultural elements needed for time and process.

In case of productive international chain they must also provide the ideal conditions in order that the businessman could generate his business taking advantage of the benefits of the commercial relations of the involved countries.

In this case, the barriers that Argentina has implemented makes a productive chain with this country unattractive, it has shown that there is no conditions in this period that benefit both parts, despite the existence of products that can be brought within a productive chain.

Taking into consideration the obtained results and previously indicated and even if they were obtained as possible products that can be generated as a productive chain, it is possible to conclude that it is not suitable to stimulate productive chains with Argentina as a base country for four reasons:

1. Argentina, in this moment, is not the best partner to stimulate the generation of productive chain in view of the uncertainty that it has generated with the protectionist measures that have been implemented in the last time and that have had a negative effect to the Chilean exports to the above mentioned country.
2. Chile possesses commercial partners who can allow a better utilization of a productive chain and of the resources, which can generate minor associate costs, good quality, better commercial relationships and for major overall confidence. If productive chain wants to be generated in order to take advantage of better form of the commercial agreements, there are partners such as Mexico that can provide the raw materials, parts or pieces without major disadvantages. While Argentina does not decelerate the protectionist measures it is not suitable from the point of view of international relations, to generate incentives of foreign trade to this modality of doing business. However, the productive chains that are working in this moment should function normally, increasing state support in case of problems with the neighboring country.

3. It is necessary to make a good decision taking into consideration the factors of cost and quality of raw materials or parts of the base country (Argentina), and evaluate if it is convenient to buy there, in Chile or other country to reach a major benefit.

It is for the previous reasons that it is suggested to restate the possibility of this productive chain and that other options could be evaluated as country base, the same way looking for alternatives of products that could generate a better use of the commercial existing agreements between Chile and the world.

REFERENCES|

Journal

Porter M. E.(1998) Clusters and the new economics of competition, *Harvard Business Review*; Volume: 76, Pages: 77-90

Electronic Publications

Economic International Center, 2012, Argentina´s Export principal products, Retrieved form, <http://www.cei.gov.ar/es/argentina-0>,

Economic International Center,2012, Argentina´s provincial Exports (OPEX) ,

Retrieved from

http://www.opex.sig.indec.gov.ar/comex/index.php?pagina=mapa_din

Hidalgo J.P. (2012, November 2nd). Bajaron 18,4% las ventas de Brasil hacia la

Argentina, La Nación news paper, Retrived from

<http://www.lanacion.com.ar/1522858-bajaron-184-las-ventas-de-brasil-hacia-argentina>.

Hidalgo J.P. ,La Nación, News Paper, 2013, Para el Indec, la economía creció 8,3%

interanual en el segundo trimestre, Retrieved form

<http://www.politicaspUBLICAS.uncu.edu.ar/novedades/index/para-el-indec-la-economia-crecio-83-interanual-en-el-segundo-trimestre>

La gran enciclopedia de economía 2009, concept of proteccionism, Retrieved form

<http://www.economia48.com/spa/d/proteccionismo/proteccionismo.ht>

Measuring Work, What was the GDP, CPI, or Population of China Then?. Retrieved from <http://www.measuringworth.com/datasets/chinadata>, 1992-2011

Mercing M.J., El proteccionismo en argentina, 2013, Retrieved from, <http://www.unitedexplanations.org/2013/01/29/el-proteccionismo-en-argentina/#>,

Non Specified (2013), Inversión extranjera en la Argentina: mitos y realidades, 2013, Argentina in News, Retrieved from: <http://www.argentina.ar/temas/economia-y-negocios/3036-inversion-extranjera-en-la-argentina-mitos-y-realidades>.

Rebossio A., News Paper EL Pais, March 2012, Denuncia contra argentina ante la OMC por prácticas proteccionistas, Retrieved from, http://economia.elpais.com/economia/2012/03/30/actualidad/1333140471_80812.html ,

South Atlantic News Agency 2012, Roubini Nouriel warns Argentina is heading for a highly vulnerable “State capitalism”, Retrieved from, <http://en.mercopress.com/2012/11/23/roubini-warns-argentina-is-heading-for-a-highly-vulnerable-state-capitalism> amico.

Chapter or section in an Internet document

Boeninger I., El Intercambio Comercial Bilateral Chile-Argentina:2012 y perspectivas

2013 PROCHILE, 2013 (PDF Document). Retrieved from lecture

http://www.sofofa.cl/BIBLIOTECA_Archivos/Eventos/2013/01/17_Ir

[is%20Boeninger_SitArgentina.pdf](http://www.sofofa.cl/BIBLIOTECA_Archivos/Eventos/2013/01/17_Iris%20Boeninger_SitArgentina.pdf)

Cesarín S.- Moreta C., China y America Latina. Proyecto BID-INTAL (PDF

Document), General Directorate for International Relations 2005

(PDF Document).Chapter 1 Retrieved from lecture

<http://idbdocs.iadb.org/wsdocs/getdocument.aspx?docnum=33036644>

Chilean Government, Customs ,2012, (PDF document) Retrieved from

<http://www.aduana.cl/arancel->

[aduanero-vigente/aduana/2011-12-22/114144.html](http://www.aduana.cl/arancel-aduanero-vigente/aduana/2011-12-22/114144.html)

General Directorate for International Relations, 2006 (PDF Document), Free Trade

Agreement Chile-China, Retrieved from lecture

http://www.sice.oas.org/TPD/CHL_CHN/Studies/TLC2006_s.pdf

General Directorate for International Relations , productive chain 2008 (PDF

document). Retrived form Intranet DIRECON

World Economic Forum, Ranking of competitiveness 2013-2014 (PDF Document)

Retrieved form <http://www3.weforum.org/docs/GCR2013->

[14/GCR_Rankings_2013-14.pdf](http://www3.weforum.org/docs/GCR2013-14/GCR_Rankings_2013-14.pdf)

APPENDED DOCUMENTS

TABLE 4

Chile Agreements in force

Australia	Free Trade Agreement	March 6 th , , 2009
Bolivia	Economic Complementation Agreement	April 6 th , 1993
Canada	Free Trade Agreement	July 5 th , 1997
China	Free Trade Agreement	October 1 st , 2006
Colombia	Free Trade Agreement	May 8 th , 2009
South Korea	Free Trade Agreement	April 1 st , 2004
Cuba	Economic Complementation Agreement	June 27 th , 2008
Ecuador	Economic Complementation Agreement	January 25 th , 2010
EFTA (3)	Free Trade Agreement	December 1 st , 2004
USA	Free Trade Agreement	January 1 st , 2004
India	Partial Scope Agreement	Agust 17 th , 2007
Japan	Economic Partnership Agreement	September 3 rd , 2007
Malaysia	Free Trade Agreement	April 18 th , 2012
MERCOSUR (1)	Economic Complementation Agreement	October 1 st , 1996
Mexico	Free Trade Agreement	November 2 nd , 2008
P4 (4)	Economic Partnership Agreement	November 8 th , 2006
Panama	Free Trade Agreement	March 7 th , 2008
Peru	Economic Complementation Agreement	March 1 st , 2009
Turkey	Free Trade Agreement	March 1 st , 2011
Unión Europea (2)	Partnership Agreement	February 1 st , 2003
Venezuela	Economic Complementation Agreement	July 1 st , 1993
Central America	Free Trade Agreement	February 14 th , 2002
Vietnam	Free Trade Agreement	January 1 st , 2014

Signed Agreements

Hong-Kong, China	Free Trade Agreement
Tailandia	Free Trade Agreement

Agreements in Negotiation

Transpacific Partnership (5)	-
------------------------------	---

Alianza del Pacífico (6)	-
--------------------------	---

(1) Mercosur: Composed of Argentina, Paraguay, Venezuela, Brazil and Uruguay. Chile participates as a partner country.
(2) European Union: Germany, Austria, Belgium, Denmark, Spain, Finland, France, Greece, Italy, Ireland, Luxembourg, Netherlands, Portugal, UK, Sweden, Cyprus, Slovakia, Slovenia, Estonia, Hungary, Latvia, Lithuania, Malta, Poland, Czech republic, Romania and Bulgaria.
(3) EFTA: Iceland, Liechtenstein, Norway and Switzerland.
(4) P4: Chile, New Zealand, Singapore and Brunei Darussalam.
(5) Transpacific Partnership: Australia, Brunei Darussalam, Canada, Chile, United States, Malaysia, Mexico, New Zealand, Peru, Singapore, Vietnam and Japan.
(6) Pacific Alliance: Chile, Colombia, Mexico and Peru.

Own Elaboration, Source: <http://www.direcon.gob.cl/acuerdos-comerciales/>

TABLE 5**COMMERCIAL AGREEMENTS OF ARGENTINA****Multilateral Agreements**

Agreement / Partner (s) signatory (s)		Subscription Date
WTO Members		January 1 st , 1995 (Contracting Party to GATT 1947 since October 11 th , 1967)
Customs Unions		
Agreement / Partner (s) signatory (s)		Subscription Date
States Member of MERCOSUR		March 26 th , 1991
Free trade Agreements		
Agreement / Partner (s) signatory (s)	Subscription Date	In force
MERCOSUR-Bolivia (ACE 36)	December 17 th , 1996	February 28 th , 1997
MERCOSUR-Chile (ACE 35)	June 25 th , 96	October 1 st , 1996
MERCOSUR-Israel	December 18 th , 2007	
MERCOSUR-Peru (ACE 58)	November 30 th , 2005	

Own Elaboration source: http://www.sice.oas.org/ctyindex/ARG/ARGagreements_s.asp

TABLE 5

Partial Scope Agreements		
Agreement / Partner (s) signatory (s)	Subscription Date	In force
Mexico (ACE 6)	Agust 24 th , 2006	January 1 st , 2007
Brazil (ACE 14)	December 20 th , 1990	December 20 th , 1990
Chile (ACE 16)	Agust 2 nd , 1991	Agust 2 nd , 1991
MERCOSUR-Colombia, Ecuador y Venezuela (ACE 59)	October 18 th , 2004	
MERCOSUR-India	January 25 th , 2004	June 1 st , 2009
MERCOSUR-Mexico - Sector automotor (ACE 55)	September 27 th , 2002	
Paraguay (ACE 13)	November 6 th , 1992	November 6 th , 1992
Uruguay-Sector automotor (ACE 57)	March 31 th , 2003	May 1 st , 2003

**COMMERCIAL AGREEMENTS
SIGNED but not in force**

FTAs / Partial scope agreements

Agreement / Partner (s) signatory (s)	Subscription Date
MERCOSUR – Egypt	Agust 2 nd 2010
MERCOSUR Southern African Customs Union (SACU)	December 15 th , 2008 and april 3 th 2009

Own Elaboration source: http://www.sice.oas.org/ctyindex/ARG/ARGagreements_s.asp

TABLE 6

Exports from the province of Cuyo toward China. Collected in 2011

Destination	Origin	Code	Description	Amount FOB US
China	Prov. Mendoza	150910	15.09.10-olive oil and its fractions, whether or not refined, but not chemically modified. (Previous mcn) other (previous mcn) other oils and their fractions, obtained solely from olives, whether or not refined, but not chemically modified, including blends of these oils or fractions with oils or fractions of heading 15.09.	28.657,46
China	Prov. Mendoza	151590	15.15.90-other fixed vegetable fats and oils (including jojoba oil) and their fractions, whether or not refined, but not chemically modified. - other	34.705,18
China	Prov. Mendoza	200969	20.09.69-fruit juices or fruit (including grape must) and vegetable juices, unfermented and not containing added spirit, containing added sugar or other sweetening matter. - Grape juice (including grape must) (previous mcn) apple juice	3.419.817,34
China	Prov. Mendoza	220410	22.04.10-wine of fresh grapes, including fortified wines; grape must other than that of heading 20.09. - Sparkling wine	104.215,14
China	Prov. Mendoza	220421	22.04.21-wine of fresh grapes, including fortified wines; grape must other than that of heading 20.09. - other wines; grape must with fermentation prevented or arrested by the addition of alcohol: (previous mcn)	11.779.391,83
China	Prov. Mendoza	220429	22.04.29-wine of fresh grapes, including fortified wines; grape must other than that of heading 20.09. - other wines; grape must with fermentation prevented or arrested by the addition of alcohol: (previous mcn) other grape	91.330,80

China	Prov. Mendoza	220510	22.05.10-vermouth and other wine of fresh grapes flavored with plants or aromatic substances.	20.580,00
China	Prov. Mendoza	220600	22.06.00-other fermented beverages (for example, cider, perry, mead); mixtures of fermented beverages and mixtures of fermented beverages and non-alcoholic beverages, not elsewhere specified or included elsewhere.	900,00
China	Prov. Mendoza	251512	25.15.12-marble, travertine, "ecaussine" and other calcareous monumental or building stone of an apparent specific gravity of 2.5 or more, and alabaster, whether or not roughly trimmed or merely cut, by sawing or otherwise, into blocks or in square or rectangular shape. - Marble and travertine --- merely cut, by sawing or otherwise, into blocks or slabs of a square or rectangular	13.750,00
China	Prov. Mendoza	392490	39.24.90, kitchenware, other household articles and hygienic or toilet articles, of plastics. (Previous mcn) reservoirs, tanks, vats and similar containers, of a capacity exceeding 300 liters (previous mcn) reservoirs, tanks, vats and similar containers, of a capacity exceeding 300 liters	30,00
China	Prov. Mendoza	420292	42.02.92-trunks, suitcases (luggage), briefcases, satchels and briefcases, portfolios (handbags), cases, holsters and cases for glasses (spectacles), binoculars, camera cases, musical instrument cases, gun and similar containers; traveling bags, sacks (bags), insulated food or beverage bags, toilet bags, rucksacks, handbags (purses), shopping bags, wallets, purses, map-cases, cigarette and snuff pouches, tool bags articles and sports bags, bottle-cases, jewelry boxes, powder boxes, cutlery cases and similar containers, of leather or composition leather, plastic sheeting, textile materials, of	468,07

			vulcanized fiber or of paperboard, or wholly or in coated mainly covered with such materials or with paper.	
China	Prov. Mendoza	420299	42.02.99-trunks, suitcases (luggage), briefcases, satchels and briefcases, portfolios (handbags), cases, holsters and cases for glasses (spectacles), binoculars, camera cases, musical instrument cases, gun and similar containers; traveling bags, sacks (bags), insulated food or beverage bags, toilet bags, rucksacks, handbags (purses), shopping bags, wallets, purses, map-cases, cigarette and snuff pouches, tool bags articles and sports bags, bottle-cases, jewelry boxes, powder boxes, cutlery cases and similar containers, of leather or composition leather, plastic sheeting, textile materials, of vulcanized fiber or of paperboard, or wholly or in coated mainly covered with such materials or with paper.	50,00
China	Prov. Mendoza	420500	42.05.00 (previous mcn) artificial fur and articles of artificial fur. (Previous mcn) articles of guts, bladders or tendons. (Previous mcn) articles of guts, bladders or tendons.	544,20
China	Prov. Mendoza	441510	44.15.10-cartons, boxes, crates, drums and similar packings, of wood; cable-drums of wood; pallets, box pallets and other load boards, of wood; pallet collars of wood. (Previous mcn) pallets, box pallets and other load boards; pallet collars (previous mcn) pallets, box pallets and other load boards; pallet collars	1.068,73

China	Prov. Mendoza	442090	44.20.90-wood marquetry and inlaid wood; caskets and cases for jewelry or cutlery, and similar articles, of wood; statuettes and other ornaments, of wood; articles of furniture, wood, not falling within chapter 94.	187,50
China	Prov. Mendoza	481920	48.19.20-cartons, sacks (bags) cases, bags and other packing containers, of paper, paperboard, cellulose wadding or webs of cellulose fibers; paperboard, shops or the like. (Previous mcn) sacks (bags) with a width greater than or equal to 40 cm base (previous mcn) sacks (bags) with a width at the base exceeding 40 cm	6.056,58
China	Prov. Mendoza	481930	48.19.30-cartons, sacks (bags) cases, bags and other packing containers, of paper, paperboard, cellulose wadding or webs of cellulose fibers; paperboard, shops or the like. (Previous mcn) other sacks (bags); and cones (previous mcn) other sacks (bags); bags and cones	23,36
China	Prov. Mendoza	481940	48.19.40-cartons, sacks (bags) cases, bags and other packing containers, of paper, paperboard, cellulose wadding or webs of cellulose fibers; paperboard, shops or the like. (Previous mcn) other packing containers, including record sleeves (previous mcn) other packing containers, including record sleeves	653,93
China	Prov. Mendoza	482020	48.20.20 log-books, account books, receipts (notes or paperboard), diaries, memorandum pads, paper cards and similar articles, exercise books, blotting pads, binders (loose-leaf or other), folders and file covers and other school supplies, office stationery or even the forms packet or folded ("manifold"), interleaved carbon paper (carbon) paper or paperboard; albums for samples or for collections and book covers, of paper or paperboard.	12,00

			(Previous mcn) binders, bindings (other than book covers), folders and file covers (previous mcn) binders, bindings (other than book covers), folders and file covers	
China	Prov. Mendoza	490110	49.01.10-printed books, brochures, leaflets and similar printed matter, whether or not in single sheets. (Previous NCM) to be published four times per week minimum (previous mcn) dictionaries and encyclopedias, and serial installments	2.350,00
China	Prov. Mendoza	490199	49.01.99-printed books, brochures, leaflets and similar printed matter, whether or not in single sheets. - others (previous mcn) to be published four times a week at least	2.824,00
China	Prov. Mendoza	491110	49.01.99-printed books, brochures, leaflets and similar printed matter, whether or not in single sheets. - others (previous mcn) to be published four times a week at least	161,00
China	Prov. Mendoza	491191	49.11.91-other printed matter, including printed pictures and photographs.	93,61
China	Prov. Mendoza	491199	49.11.99-other printed matter, including printed pictures and photographs. - others (previous mcn) cocoons suitable for reeling.	49,00
China	Prov. Mendoza	621142	62.11.42-sets of knitted sports (track suits), overalls (coveralls) and ski suits and swimwear; other garments. - other garments for women and girls (previous mcn) of synthetic or artificial fibers	10,00
China	Prov. Mendoza	732690	73.26.90-other articles of iron or steel.	17,52

China	Prov. Mendoza	820551	82.05.51-handtools (including glass cutters) not elsewhere specified or included elsewhere; blow torches and similar; vises, clamps and the like, other than accessories for and parts of machine tools; anvils; portable forges grinding wheels or pedal with frameworks. - other hand tools (including glaziers' diamonds)	100,00
China	Prov. Mendoza	841391	84.13.91-pumps for liquids, whether or not fitted with a measuring device; liquid elevators. - parts: --- Pump	73.964,90
China	Prov. Mendoza	920999	92.09.99-parts (for example, mechanisms for music boxes) and accessories (for example, cards, discs and rolls for mechanical instruments) of musical instruments; metronomes and tuning forks of any kind. - others (previous mcn) weapons, other than revolvers, pistols and knives.	67.256,75
China	Prov. Mendoza	960810	96.08.10-pens; markers and felt tip or other porous tip; styli; propelling or sliding duplicator ("stencils"); pencils; pen-holders, pencil-holders and similar holders; parts thereof (including caps and clips), other than those of heading 9609. (Previous mcn) markers and felt tip or other porous tip (previous mcn) markers and felt tip or other porous tip	45,00
China	Prov. San Juan	080610	08.06.10-grapes, fresh or dried raisins. (Previous mcn) dry, including raisins (previous mcn) dried, whole raisins	69.085,24
China	Prov. San Juan	080620	08.06.20-grapes, fresh or dried raisins.	59.850,00
China	Prov. San Juan	120991	12.09.91-seeds, fruits and spores for sowing.	54.626,05

China	Prov. San Juan	150910	15.09.10-olive oil and its fractions, whether or not refined, but not chemically modified. (Previous mcn) other (previous mcn) other oils and their fractions, obtained solely from olives, whether or not refined, but not chemically modified, including blends of these oils or fractions with oils or fractions of heading 15.09.	28.333,22
China	Prov. San Juan	220421	22.04.21-wine of fresh grapes, including fortified wines; grape must other than that of heading 20.09. - other wines; grape must whose fermentation has been arrested by the addition of alcohol	1.186.458,46
China	Prov. San Juan	380290	38.02.90-activated carbon; activated natural mineral products; animal black, including spent.	14.640,00
China	Prov. San Luis	152000	15.20.00 crude glycerol; glycerol waters and glycerol lyes.	37.005,92
China	Prov. San Luis	170410	17.04.10-articles of sugar confectionery (including white chocolate)	437,25
China	Prov. San Luis	170490	17.04.90-sugar confectionery (including white chocolate).	242,10
China	Prov. San Luis	220860	082260 ethyl alcohol undenatured lower alcoholic strength by volume of 80% vol; spirits, liqueurs and other spirituous beverages. (Previous mcn) spirits (previous mcn) liquor	15.145,00
China	Prov. San Luis	410441	41.04.41-tanned hides and skins or "crust", of bovine (including buffalo) or equine animals, whether or not split, but not further prepared. - In the dry state ('crust') --- full unsplit; grain splits	827.669,14
China	Prov. San Luis	410712	41.07.12-leather further prepared after tanning or crusting, including parchment-dressed leather, of bovine (including buffalo) or equine animals, whether or not split, other than those of heading 41.14. - Whole hides and skins --- grain splits	1.422.636,22

China	Prov. San Luis	410792	41.07.92-leather further prepared after tanning or crusting, including parchment-dressed leather, of bovine (including buffalo) or equine animals, whether or not split, other than those of heading 41.14. - other, including the sheets --- grain splits	841.241,02
China	Prov. La Rioja	120799	12.07.99-other oil seeds and oleaginous fruits, whether or not broken. -	230.559,00
China	Prov. La Rioja	150910	15.09.10-olive oil and its fractions, whether or not refined, but not chemically modified. (Previous mcn) other (previous mcn) other oils and their fractions, obtained solely from olives, whether or not refined, but not chemically modified, including blends of these oils or fractions with oils or fractions of heading 15.09.	10.841.830,10
China	Prov. La Rioja	151590	15.15.90-other fixed vegetable fats and oils (including jojoba oil) and their fractions, whether or not refined, but not chemically modified.	436.708,69
China	Prov. La Rioja	200570	20.05.70-other vegetables prepared or preserved (otherwise than by vinegar or acetic acid), not frozen, other than products of heading 20.06. (Previous NCM) sweetcorn (Zea mays var. Saccharata) (Previous NCM) sweetcorn (Zea mays var. Saccharata)	5.239.667,00
China	Prov. La Rioja	220410	22.04.10-wine of fresh grapes, including fortified wines; grape must other than that of heading 20.09. - Sparkling wine	55.386,00
China	Prov. La Rioja	220421	204.02.21-wine of fresh grapes, including fortified wines; grape must other than that of heading 20.09. - other wines; grape must with fermentation prevented or arrested by the addition	1.688.976,86

China	Prov. La Rioja	220429	22.04.29-wine of fresh grapes, including fortified wines; grape must other than that of heading 20.09. - other wines; grape must with fermentation prevented or arrested by the addition of alcohol: (previous mcen) other grape	44.250,00
China	Prov. La Rioja	230690	23.06.90-oilcake and other solid residues resulting from the extraction of vegetable fats or oils, whether or not ground or 'pellets'. other than those of heading 2304 or 2305. -	187.718,58
China	Prov. La Rioja	392330	39.23.30-articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps and other closures, of plastics. (Previous mcen) spools, cops and similar supports	5,00
China	Prov. La Rioja	392390	39.23.90-articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps and other closures, of plastics. (Previous mcen) crockery and other items for tableware and kitchen (previous mcen) crockery and other items for tableware and kitchen	3.884,38
China	Prov. La Rioja	410441	41.04.41-tanned hides and skins or "crust", of bovine (including buffalo) or equine animals, whether or not split, but not further prepared. - In the dry state ('crust') --- full unsplit; grain splits	16.807,89
China	Prov. La Rioja	410449	41.04.49-tanned hides and skins or "crust", of bovine (including buffalo) or equine animals, whether or not split, but not further prepared. - in the dry state	1.507.301,80
China	Prov. La Rioja	410712	41.07.12-leather further prepared after tanning or crusting, including parchment-dressed leather, of bovine (including buffalo) or equine animals, whether or not split, other than those of heading 41.14. - Whole hides and skins --- grain splits	118.086,66

China	Prov. La Rioja	410719	41.07.19-leather further prepared after tanning or crusting, including parchment-dressed leather, of bovine (including buffalo) or equine animals, whether or not split, other than those of heading 41.14. - Whole hides and skins	1.433.259,24
China	Prov. La Rioja	410792	41.07.92-leather further prepared after tanning or crusting, including parchment-dressed leather, of bovine (including buffalo) or equine animals, whether or not split, other than those of heading 41.14. - other, including the sheets --- grain splits	511.087,57
China	Prov. La Rioja	481830	48.18.30-paper of a kind used for toilet paper and similar paper, cellulose wadding or webs of cellulose fibers, of a kind used for household or sanitary purposes, in coils (rolls) of a width exceeding 36 cm or cut to size; handkerchiefs, cleansing tissues, towels, tablecloths, napkins, diapers, tampons, bed sheets and similar household, toiletries, sanitary or hospital, garments and accessories (accessories), knitted paste , paper, cellulose wadding or webs of cellulose fibers. (Tampons, diapers and diaper liners and similar sanitary articles of apparel and clothing (accessories), knitted	0,10
China	Prov. La Rioja	481940	48.19.40-cartons, sacks (bags) cases, bags and other packing containers, of paper, paperboard, cellulose wadding or webs of cellulose fibers; paperboard, shops or the like. (Previous mcñ) other packing containers, including record sleeves (previous mcñ) other packing containers, including record sleeves	6,00
China	Prov. La Rioja	482390	48.23.90-other paper, paperboard, cellulose wadding and webs of cellulose fibers, cut to size; other articles of paper pulp, paper, paperboard, cellulose wadding or webs of cellulose fibers.	1.079.318,40

China	Prov. La Rioja	491110	49.11.10-other printed matter, including printed pictures and photographs. - Advertisements prints, commercial catalogs and similar	22,50
China	Prov. La Rioja	570310	57.03.10-carpets and other floor coverings, of textile materials, tufted, whether or not made. (Previous mcn) of nylon or other polyamides (previous mcn) of nylon or other polyamides	425.755,49
China	Prov. La Rioja	902810	90.28.10-gas meters, liquid or electricity, including calibrating. - Gas meters	18.492,00

Own Elaboration source: <http://www.webcomex.cl> DIRECON

TABLE 7**Exports of Valparaiso, Chile. Collected in 2011 to China**

Destination	Origin	Code	Description	Amount FOB US
China	V Región	7403110000	cathodes and sections of cathodes of refined copper.	695.759.302,13
China	V Región	2603000000	copper ores and concentrates.	281.388.221,30
China	V Región	7404001900	other waste and scrap of refined copper.	17.856.467,47
China	V Región	0806103000	grape variety red globe, fresh.	4.166.876,40
China	V Región	7403190000	the other refined copper, unwrought.	3.492.324,78
China	V Región	0207279000	other cuts and offal of turkeys, frozen.	2.121.681,30
China	V Región	7404002100	waste and scrap of copper-zinc base alloys (brass) alloys.	1.803.969,30
China	V Región	0025000000	services considered exports in accordance to the article 17 et seq. of the law n° 18,634; (article 1° of law n° 18.708 and articles 12, letter e, no. 16) and 36, fourth subparagraph, of Decree Law No. 825, 1974.	1.803.219,62
China	V Región	2804900000	selenium.	1.204.882,77
China	V Región	0307999100	cuttlefish (dosidicus gigas) in slices, frozen.	1.132.382,01
China	V Región	2204212700	mixtures of wines with a designation of origin, in containers with a capacity less than or equal to 2l.	1.126.038,37
China	V Región	2204212100	wine cabernet sauvignon, with designation of origin, in containers with a capacity less than or equal to 2l.	842.239,25
China	V Región	0306212000	lobster of juan fernandez (jasus frontalis), without freezing.	703.412,29
China	V Región	0806105000	grape, crimson seedless, fresh variety.	593.163,00

China	V Región	0809200000	Fresh Berrys.	565.162,06
China	V Región	0811100000	frozen strawberries .	537.306,57
China	V Región	2007991100	Peach pulp, obtained by cooking, even with added sugar or other sweetening matter.	516.339,00
China	V Región	2204212200	wine merlot, with designation of origin, in containers with a capacity less than or equal to 2l.	354.615,23
China	V Región	0806101000	uva, variedad thompson seedless (Sultana), fresca.	258.433,08
China	V Región	2204211100	wine sauvignon blanc, with designation of origin, in containers with a capacity less than or equal to 2l.	245.430,05
China	V Región	1302310000	agar-agar.	206.000,00
China	V Región	0806109000	the other fresh grapes.	190.276,00
China	V Región	0207143000	offal of chicken with bone in, frozen or rooster.	186.923,00
China	V Región	2204211200	wine chardonnay, with designation of origin, in containers with a capacity less than or equal to 2l.	186.344,07
China	V Región	2204212400	wine carmenere, with designation of origin, in containers with a capacity less than or equal to 2l.	184.137,68
China	V Región	0307999900	other cuttlefish, except frozen.	182.327,68
China	V Región	0809401000	fresh plums.	164.795,00
China	V Región	7602000000	waste and scrap of aluminium.	155.441,00
China	V Región	2204212600	pinot noir, with designation of origin, in containers with a capacity exceeding 2l wine.	154.912,00
China	V Región	1212203000	NAP (gracilaria spp.) fresh, chilled, frozen or dried, even powdered.	128.768,34

China	V Región	2008701100	peaches (peaches) prepared or preserved natural or in syrup, in halves, including nectarines.	128.081,40
China	V Región	7204290000	other waste and scrap of alloy steel.	118.644,00
China	V Región	0207142400	Rooster or chicken with bone in, frozen wings.	115.106,00
China	V Región	2204212500	wine syrah, with designation of origin, in containers with a capacity less than or equal to 2l.	115.074,30
China	V Región	5101110000	wool sheared, dirty, or washed in vivo, not carded or combed.	97.299,10
China	V Región	0306142300	CENTOLLON (paralomis granulosa) congelada.	79.122,04
China	V Región	4403209000	other wood rough, conifers, except the named above.	59.577,02
China	V Región	2101201000	preparations with a basis of extracts, essences or concentrates of you and preparations, from you.	52.927,55
China	V Región	1509100000	aceite de oliva virgen.	47.787,00
China	V Región	2204211300	mixtures of white wines with designation of origin, in containers with a capacity less than or equal to 2l.	40.702,20
China	V Región	2204212900	other wines with designation of origin, in containers with a capacity less than or equal to 2l.	37.358,53
China	V Región	4407101200	simply sawn pine wood.	36.170,54
China	V Región	4403202000	logs logs to make plywood, pine, even stripped of bark, whether or squared.	34.246,62
China	V Región	1212208000	durvillaea antarctica fresh, chilled, frozen or dried, even powdered.	31.123,73
China	V Región	0306112000	lobster of juan fernandez (jasus frontalis), frozen.	31.117,71
China	V Región	0808102000	Apple, royal gala, fresh variety.	29.792,00
China	V Región	0806107000	uva, variedad sugraone, fresca.	25.938,16

China	V Región	2204213000	other wines with designation of origin, in containers with a capacity less than or equal to 2l.	22.732,00
China	V Región	2008920000	mix prepared or preserved, even with added sugar or other sweetening matter or spirit.	16.306,50
China	V Región	2924299000	other cyclical amides (including carbamates) and their derivatives; sales of these products.	13.217,95
China	V Región	2204299100	other grape must, red, partially fermented and off with alcohol.	6.915,23
China	V Región	1209915000	Pumkin seeds	5.630,00
China	V Región	2204219000	other wines and musts, in containers with a capacity less than or equal to 2l.	5.030,11
China	V Región	2204211900	other white wines with designation of origin, in containers with a capacity less than or equal to 2l.	3.750,00
China	V Región	8474909000	other parts for machines and equipment for sorting, screening, separating, washing, break, crush, spray, mix, knead or rub, Earth, stone or other solid mineral matter; for machinery for agglomerating, shaping mineral fuels.	2.280,00
China	V Región	8483109000	other trees of transmission and cranks.	1.500,00
China	V Región	0301990000	other live fish.	1.129,55
China	V Región	0806102000	grape, flame seedless, fresh variety.	540,00
China	V Región	4403999100	the other wood in gross debarked, whether or squared, eucalyptus.	375,54
China	V Región	8207501000	drill bits for metal.	255,00

Own Elaboration source: <http://www.webcomex.cl> DIRECON

TABLE 8

Evolution of exports by product destination China, from Chile. US\$

Accumulated December 2011

February 2012

PAIS: 336 CHINA

Code	Description	Amount FOB US
7403110000	cathodes and sections of cathodes of refined copper.	10.342.840.120,45
2603000000	copper ores and concentrates.	3.503.182.399,11
2601111000	iron ores and concentrates, fine, not agglomerated.	957.257.542,02
7402001000	the refining copper...	730.523.552,08
4703210000	pasta quimica de madera Chemistry of wood pulp semi bleached or bleached, of conifers.	666.555.297,07
7404001900	other waste and scrap of refined copper.	338.348.401,37
4703291000	pasta semiblanqueada or bleached, eucalyptus Wood Chemistry.	207.182.303,34
2601121000	its concentrated, pellets, agglomerate and iron ores.	147.645.376,60
2301201200	fish flour with a protein content of not less than 66% but less than or equal to 68%, in weight (prime).	131.030.238,91
2801200000	iodine.	103.310.366,12
2613101000	roasted molybdenum ores, concentrates.	90.233.590,03
4407101200	Wood sawn radiata pine.	78.658.617,43
4703110000	chemical raw wood pulp, softwood.	74.278.597,01

2601112000	iron ores and concentrates, pellets and not agglomerated.	71.340.621,19
2301201100	fish meal with protein content lower than 66 wt% (standard).	68.013.369,82
7403190000	others refined copper, unwrought.	64.095.639,07
0809200000	fresh cherries.	47.582.234,29
0303212000	headless and gutted trout frozen, excluding livers and roes.	39.430.599,61
1212204000	Chascon fresh (lessonia spp.), chilled, frozen or dried, whether or not pulverized.	38.383.821,82
2616901000	gold ores.	37.559.965,50
2836910000	lithium carbonate.	30.255.068,60
2810002000	boric acids.	27.937.966,70
0303192000	Pacific salmon, headed and gutted ("HG"), frozen, excluding livers and roes.	25.934.142,82
0806103000	grape variety globe, fresh network.	25.388.390,98
2204299100	others grape, red, fermentation and off with alcohol.	25.354.714,13
2204212100	cabernet sauvignon wine with denomination of origin, in containers exceeding 2l capacity.	20.430.134,43
2204212700	mixtures of red wines with denomination of origin, in containers exceeding 2l capacity.	19.085.889,82
2608000000	Zinc ores and concentrates.	18.017.431,17
7326900000	other articles of iron or steel other than those mentioned above.	16.347.815,14
0207143000	offal of chicken bone, frozen.	15.875.241,79
3104200000	potassium chloride.	15.158.024,30

0303221000	Atlantic salmon (<i>salmo salar</i>) and Danube (hucho hucho) whole, frozen, excluding livers and roes.	13.803.285,20
2834211000	potassium nitrate, containing (potassium nitrate) exceeding 98% by weight.	13.783.190,01
2301201300	fish meal with protein content exceeding 68% by weight (super prime).	13.548.424,53
4407101300	radiata pine wood either planed on all sides and edges or only in one (s) of them.	13.264.388,94
1605909400	Cuttlefish (<i>Dosidicus gigas</i>) prepared or preserved.	12.547.944,64
2530900000	the other mineral substances not elsewhere specified or included elsewhere.	12.494.821,56
0207142400	wings of chicken bone, frozen.	11.597.298,07
4401221100	wood in chips or particles of <i>Eucalyptus globulus</i> .	11.528.226,57
5101110000	sheared, dirty or washed live, not carded or combed wool.	10.789.042,38
7806000000	other articles of lead.	8.901.394,00
0808102000	apple, Royal Gala variety, cool.	8.785.659,74
0303621200	toothfish (<i>Dissostichus eleginoides</i>) headed and gutted, frozen, excluding livers and roes.	8.145.488,64
7404002900	the other waste and scrap of copper alloys.	7.817.695,12
0402211800	milk powder, granules or other solid forms, without added sugar or other sweetening matter, with a fat content exceeding 26% by weight fat.	7.589.812,00
7404002100	waste and scrap of copper alloys, copper based zinc (brass).	7.474.696,19

1504201000	fish oil, crude.	7.450.061,46
2204212200	merlot wine with denomination of origin, in containers exceeding 2l capacity.	7.171.773,22
0307999900	Cuttlefish other except frozen.	6.320.222,10
0601101100	lilium bulbs, dormant.	6.314.284,46
4102100000	raw hides and skins of sheep, with wool.	5.900.086,65
0307999100	Cuttlefish (<i>Dosidicus gigas</i>) in sheets, frozen.	5.766.807,41
7404009000	the other waste and scrap of copper.	5.713.507,13
2204212400	Carmenere wine with denomination of origin, in containers exceeding 2l capacity.	5.580.838,11
0811901000	frozen blueberries.	5.300.765,34
0811100000	strawberries (strawberries) frozen.	5.054.325,86
0203220000	legs, shoulders and cuts with bone frozen.	4.633.416,44
2619000000	dross (other than granulated slag), scalings and other waste from the manufacture.	4.593.644,34
1702909000	Sugar others, including invert sugar and other sugar and sugar syrup, fructose containing in the dry state 50% by weight.	4.551.070,00
0809401000	fresh plums.	4.315.511,20
0303799900	the other fish, frozen, excluding fish fillets and other fish meat of heading 03.04.	4.001.829,38

4403202000	logs and veneers, radiata pine, roughed, or roughly squared.	3.703.538,46
0025000000	services deemed export in accordance with Article 17 and following of Act No. 18,634; Article 1 of the law n ° 18,708 and Articles 12, letter e, n ° 16) and 36, fourth paragraph, of Legislative Decree No. 825 of 1974.	3.570.108,32
2827602000	potassium iodide.	3.429.784,49
3915900000	waste, parings and scrap, of other plastics.	3.082.118,75
1108200000	inulin.	2.947.698,00
0207279000	the other cuts and offal of turkey (uncooked), frozen.	2.903.962,45
7602000000	waste and scrap of aluminum.	2.883.911,94
0303222000	Atlantic salmon (salmo salar) and Danube (hucho hucho) headed and gutted , frozen, excluding livers and roes.	2.881.949,18
2204212500	syrah wine with denomination of origin, in containers exceeding 2l capacity.	2.792.914,16
8901901200	bulk ships, gross tonnage exceeding 3500 tons and / or 120 meters or more in length.	2.550.500,00
0806105000	grape, crimson seedless variety, cool.	2.484.774,57
2204212900	the other red wines with denomination of origin, in containers exceeding 2l capacity.	2.439.180,43
2204211200	chardonnay wine with denomination of origin, in containers exceeding 2l capacity.	2.352.322,69
0206491000	hands and feet of swine, frozen.	2.249.163,18

0810500000	fresh kiwis.	2.201.853,13
4104410000	hides and skins of bovine or equine full unsplit; grain splits, in the dry state	2.155.416,69
8426990000	the other machinery, except those designed for mounting on road vehicles.	2.100.000,00
2309909000	other preparations of a kind used for animal feeding.	2.039.790,13
2204211100	sauvignon blanc wine with denomination of origin, in containers exceeding 2l capacity.	1.924.427,22
4412391000	the other softwoods	1.813.887,38
7408190000	others refined copper wire.	1.802.052,23
2804900000	selenium.	1.784.238,08
7326111000	balls and similar articles for grinding minerals, forged or stamped, but not otherwise worked.	1.752.048,00
0306142100	crab (lithodes antarcticus) frozen.	1.724.804,79
1404902000	dried mosses different from those used for bouquets or for ornamental and medicinal.	1.719.929,16
1302391000	carrageenin.	1.714.682,45
7802000000	Lead waste and scrap.	1.660.876,48
1212203000	Fresh short hair (Gracilaria spp.), chilled, frozen or dried, whether or not pulverized.	1.601.234,56
4104110000	hides and skins of bovine or equine full unsplit; grain splits, in wet state (including the "wet-blue").	1.581.671,76

0806109000	the other fresh grapes.	1.540.191,88
7413000000	cables, plaited bands and similar articles, of copper, not electrically insulated.	1.473.345,98
0304299100	hoki fillets (<i>macrurus magellanicus</i>), frozen.	1.433.150,69
2618000000	Granulated slag (slag sand) from the manufacture.	1.406.007,60
0306212000	Juan Fernandez lobster (<i>jasus frontalis</i>), not frozen.	1.344.721,03
3812300000	anti-oxidising preparations and other compound stabilizers for rubber or plastics.	1.259.824,64
1212208000	<i>Durvillaea</i> fresh, chilled, frozen or dried antarctica, whether or not pulverized.	1.258.211,92
0811201000	frozen blackberries.	1.257.600,41
2607000000	Lead ores and concentrates.	1.217.854,33
2204211300	mixtures of white wines with denomination of origin, in containers exceeding 2l capacity.	1.214.488,39
2204219000	others wine and must, in containers exceeding 2l capacity.	1.205.316,07
0206499000	others offal of swine, frozen.	1.197.013,01
8517120000	Cell Phone (Mobile) and other networks.	975.230,16
3917323000	others hoses, not reinforced or otherwise combined with other materials, without fittings, of polymers of vinyl chloride.	959.834,15
1212207000	huirao fresh (<i>Macrocystis</i> spp.), chilled, frozen or dried, whether or not pulverized.	956.399,02

0303793600	cojinova (<i>Seriolella violacea</i>) (<i>Seriolella caerulea</i>) (<i>Seriolella punctata</i>) headed and gutted ("HG"), frozen, excluding livers and roes.	955.997,38
8430411000	the other probing or drilling machines, self-propelled, tracked.	930.458,00
2827393000	lithium chloride.	916.669,86
7411100000	refined copper tubes.	905.933,95
3901101000	polyethylene of density less than 0.94, high pressure (conventional), in primary forms.	903.622,50
8517700000	parts of machines for the reception, conversion and transmission or regeneration of voice, images or other data, including switching and routing	861.777,63
0307499000	other cuttlefish (<i>Sepia officinalis</i> , <i>Rossia macrosoma</i>) and bobtail (<i>sepiola</i> spp.) and squid (<i>Ommastrephes</i> spp., <i>Loligo</i> spp., <i>Nototodarus</i> spp., <i>Sepioteuthis</i> spp.), frozen, dried, salted or in brine.	856.129,29
4810921000	cards.	847.198,58
0806101000	grape variety thompson seedless (sultana), fresh.	843.814,48
2204212600	pinot noir wine with denomination of origin, in containers exceeding 2l capacity.	810.360,27
0511919000	Products of fish or crustaceans, molluscs or other aquatic invertebrates; dead animals of Chapter 3.	796.026,16
2501002000	rock salt, salt of saline, sea salt.	783.725,83
8431432000	parts for drilling unit or drilling.	777.594,66

8517629000	other equipment of the reception, transmission and conversation except switching and routing devices and modems of a kind used in automatic machines.	698.562,93
0808109000	the other fresh apples.	683.217,34
0404100000	whey, although this modified, not concentrated or containing added sugar or other sweetening matter.	673.464,00
0812100000	Cherries provisionally preserved, but unsuitable for immediate consumption.	655.059,00
3915100000	waste, parings and scrap of plastics of polymers of ethylene.	649.924,40
0304294200	Atlantic salmon fillets (salmo salar) and Danube salmon (Hucho hucho), frozen.	634.958,25
2204299200	others grape, white, fermentation and off with alcohol.	593.802,12
7204490000	the other waste and scrap excluding turnings, shavings, chips, filings.	558.648,95
0209002000	bacon fat free of lean pork or poultry, not rendered or otherwise extracted, frozen.	550.212,15
8413700000	the other centrifugal pumps.	538.725,00
0808106000	apple, granny smith variety, cool.	537.681,87
0203293000	Other meat of swine boned.	526.930,70
2007991100	peach pulp obtained by cooking, whether or not containing added sugar or other sweetening matter.	516.339,00
0203299000	Other meat of swine, frozen.	502.486,21
4101500000	Whole hides and skins, of a unit weight to 16kg.	494.831,76

7404001100	spent anodes; waste and scrap with copper content less than 94% by weight of refined copper.	464.509,22
3920920000	other plates, sheets and strip, of plastics, noncellular and not reinforced, laminated, supported polyamide.	462.785,02
7411290000	the other copper tubes.	448.951,89
8904001000	tugs sea.	440.987,12
2009803000	peach juice (peach), unfermented and not containing added spirit, whether or not containing added sugar or other sweetening matter.	439.386,21
1605102600	crab (santolla lithodes) frozen.	438.742,79
0304295000	fillets of trout (Salmo trutta, Oncorhynchus mykiss, Oncorhynchus clarki, Oncorhynchus aguabonita, gilae Oncorhynchus, Oncorhynchus apache and Oncorhynchus chysogaster), frozen.	429.579,06
8481801000	other articles of valves and similar appliances, for domestic use.	406.058,00
2008999000	the other fruit, nuts and other edible parts of prepared or preserved, whether or not containing added sugar or other sweetening matter or spirit plants.	402.348,21
0813200000	prunes.	356.753,86
4407992000	wood sawn or chipped lengthwise lenga.	346.669,27
0306112000	Juan Fernandez lobster (jasus frontalis), frozen.	333.912,44
7204290000	the other waste and scrap of alloy steel.	333.443,77
2205101000	wines with fruit pulp, in containers exceeding 2l capacity.	327.330,00

1206001000	sunflower seed for sowing, whether or not broken.	324.372,00
5105291000	wool tops.	322.361,50
7407101000	hollow profiles of refined copper.	308.693,03
2204213000	the other wines with denomination of origin, in containers exceeding 2l capacity.	294.487,51
8517622000	modems of a kind used in automatic machines for processing data of heading 84.71.	293.035,20
5103100000	combing noils of wool or fine animal hair.	292.284,95
0506900000	the other bones and horn-cores, unworked, defatted, simply prepared with acid or Degelatinised; powder and waste of these products.	285.029,22

Own Elaboration source: <http://www.webcomex.cl> DIRECON

TABLE 9
Argentine exports to Chile by product
2012

Description	Us Dolars	Thousands Kg Net	Dolars	Thousands Kg Net
			Percentage	Percentage
Other fats and oils	310.959.762	248.276	6	3
Other prepared foodstuffs and animal waste	265.381.879	602.193	5	8
Petroleum gases	235.330.149	324.751	5	4
Soybean oilseed by-products	178.381.977	383.849	4	5
bovine	172.526.222	28.035	3	--
Plastic and artificial materials	171.030.993	74.607	3	1
wheat	142.589.719	566.123	3	8
Land Vehicles	134.148.938	12.481	3	--
Vehicle air navigation, aircraft, spacecraft and parts thereof	123.875.231	518	2	--
Essential oils and resins (perfume, cosmetics, toiletries)	118.855.102	22.315	2	--
sorghum	115.706.087	584.766	2	8
corn	114.852.822	444.215	2	6
Paper, paperboard and articles thereof	104.122.875	60.998	2	1
Other MOI	89.627.734	473.010	2	6
Other grain mill products	86.994.339	335.664	2	5
Soap, organic surface-active products, waxes, dental, etc..	78.279.471	50.861	2	1
Other sugar confectionery	68.644.122	129.604	1	2
Inorganic chemicals	68.087.146	101.880	1	1
Poultry	66.409.948	39.260	1	1
Electrical machinery and objects intended for electronic use and parts	60.918.887	5.574	1	--
pharmaceuticals	58.338.758	2.158	1	--
Other machines and mechanical appliances, parts and accessories	53.940.088	4.159	1	--

Organic chemicals	48.107.502	34.149	1	--
Lubricating oils and greases	47.232.120	26.769	1	--
Parts of vehicles and tractors	37.588.834	5.412	1	--
Sheets and plates of iron or steel	35.104.210	49.000	1	1
Sunflower oil	34.774.983	24.416	1	--
cheese	34.605.921	7.622	1	--
Other preparations of vegetables and fruits	34.148.069	20.361	1	--
Rest of MOA	32.962.781	19.008	1	--
aluminum	32.549.029	9.470	1	--
Tubes and pipes of iron or steel	31.696.284	13.715	1	--
milks prepared	31.262.742	10.253	1	--
rice	30.713.121	65.648	1	1
Other primary products	26.099.365	279.032	1	4
Articles of stone and asbestos	23.806.155	98.114	--	1
ceramic Products	23.585.782	92.729	--	1
Other beverages, spirits and vinegar grape wine excluded	22.603.478	31.925	--	--
Soybean oil	22.247.275	16.313	--	--
Rubber and articles thereof	21.942.836	5.525	--	--
Tanning and dyeing extracts, paints and inks	21.638.436	8.575	--	--
Clothing and accessories tissues	21.072.873	336	--	--
Rest of cast iron, iron or steel	20.221.271	7.062	--	--
Fertilizers other than the primary	17.921.549	41.716	--	1
Other excluding tanning and dyeing extracts quebracho extract	17.329.493	16.178	--	--
barley	16.446.440	62.366	--	1
Furniture, medical and surgical furniture, prefabricated buildings, etc..	16.446.276	3.835	--	--
Wadding and filters, cordage, special fabrics	14.159.971	3.132	--	--
Pumps, water pumps, turbo pumps and parts	12.819.632	917	--	--
Sugar confectionery not containing cocoa	12.136.181	5.078	--	--
Printed books, newspapers or other printing industry,	12.132.111	1.659	--	--

manuscripts, mecanogr				
Other fuels	11.294.734	90.963	--	1
Bars of iron or steel	10.899.810	14.471	--	--
Yerba mate	10.890.263	4.785	--	--
other oils	10.439.243	7.649	--	--
Other motor vehicles, tractors, cycles and other land vehicles and parts	10.228.229	1.998	--	--
Glass and glassware	10.024.712	9.878	--	--
tea	9.925.484	12.457	--	--
Optical instruments and appliances, film, photography and medical-surgical and parts	9.680.491	241	--	--
Sunflower oilseed by-products	9.202.737	47.325	--	1
Miscellaneous articles of base metal	9.046.418	1.258	--	--
Footwear and its components	9.040.143	253	--	--
Structures, hangars, etc.de iron or steel	8.955.089	4.415	--	--
Machinery for heated and cooking equipment, and parts	8.767.075	629	--	--
soy	8.449.178	17.912	--	--
Wheat	8.226.897	22.087	--	--
Material and machines for the production of cold and parts	8.196.763	896	--	--
Wine grape	8.043.265	1.761	--	--
Other machinery and mechanical items	7.822.595	660	--	--
Bran, bran, pellets (wheat, maize, sorghum and millet)	7.782.993	39.051	--	1
Other oil seeds and oleaginous fruits	7.097.727	11.367	--	--
Appliances and the like, and parts thereof	7.058.010	311	--	--
Articles of leather, leather goods, etc..	6.160.880	98	--	--
naphtha	6.100.759	5.926	--	--
Fruit juices and vegetables	6.026.621	3.168	--	--
vegetables	5.882.027	6.779	--	--

Machinery for lifting, loading and unloading	5.773.970	465	--	--
Dried fruits or processed	5.075.776	3.099	--	--
Yarns made	4.600.228	376	--	--
Fats and tallow	4.567.926	3.900	--	--
Preserves and preparations of meat	4.566.733	1.372	--	--
Hides and skins prepared	4.519.508	257	--	--
Tools and metal cutlery	4.398.689	539	--	--
Machinery for cleaning bottles, filling and sealing caps and parts	4.218.273	86	--	--
Oilseed by-products peanut	3.887.200	14.279	--	--
electric power	3.367.899	--	--	--
Puree, fruit pastes, etc.	3.016.147	2.629	--	--
Combustion engines or internal combustion piston and parts.	2.931.661	146	--	--
peanut	2.822.498	1.528	--	--
Watches and parts	2.585.927	2	--	--
Machinery n.c.o.p. For the preparation or manufacture of food, beverages and part	2.400.926	57	--	--
olives	2.294.173	1.286	--	--
Other oil products	2.269.066	12.406	--	--
Toys, games, sports and recreation and parts	2.147.856	177	--	--
Pulp for paper	2.141.095	3.036	--	--
Photographic and cinematographic goods	1.847.451	86	--	--
butter	1.792.015	462	--	--
Other products from fabrics made	1.675.931	125	--	--
Stoves, etc.de iron or steel	1.658.429	186	--	--
Olive oil	1.657.583	663	--	--
Continuous man-made textile	1.534.501	352	--	--
Cotton yarn and fabrics	1.397.875	450	--	--
Corn oil	1.295.182	944	--	--
Carpets, rugs, velvet, chenille, etc..	1.246.126	198	--	--

Machines for working metal, metal carbides and parts	1.192.887	73	--	--
fish preserved	1.108.392	326	--	--
Other base metals	1.081.272	470	--	--
Precious stones and metals	984.605	21	--	--
special steels	918.192	830	--	--
cafe	778.744	86	--	--
copper	771.855	52	--	--
live animals	735.923	43	--	--
Rest of vegetables raw	701.774	1.642	--	--
Vehicles and railway material and parts	675.415	117	--	--
Machines for processing data	619.768	4	--	--
Quebracho extract	610.983	334	--	--
Discontinuous synthetic or artificial textile	572.499	129	--	--
linen	514.857	764	--	--
sunflower	413.999	414	--	--
Cottonseed oil	290.064	226	--	--
millet	288.604	638	--	--
Spinning and weaving of wool and hair	276.375	15	--	--
Structural shapes of iron or steel	233.184	191	--	--
Knitwear	197.414	13	--	--
Vahículos of sea and inland waterway	191.223	5	--	--
Other products of animal origin	174.467	354	--	--
Parts and accessories for machine writing, arithmetic, statistics and other office machines	172.178	1	--	--
seafood	163.104	37	--	--
Flax oil	162.511	119	--	--
onions	136.677	448	--	--
Ovine or caprine	130.692	19	--	--
Rest of textiles and apparel	130.381	5	--	--
Lead	121.474	52	--	--
Weapons, ammunition and	114.967	16	--	--

associated parts				
spices	105.998	105	--	--
Fish fillets	100.459	31	--	--
Musical instruments, parts and accessories	81.886	1	--	--
Fish	57.347	49	--	--
oats	46.195	219	--	--
Canned seafood	45.959	7	--	--
Raw cane sugar	43.536	27	--	--
rye	42.670	174	--	--
garlic	41.000	21	--	--
apples	36.667	45	--	--
Tractors	35.800	28	--	--
Calculating machines, cash registers, postage, ticket-issuing, accounting, etc..	32.427	1	--	--
pears	30.215	39	--	--
Other fresh fruits	14.665	2	--	--
birdseed	7.798	14	--	--
Explosives	57	--	--	--
Total	4.875.726.301	7.199.256		

Own Elaboration source:

http://www.opex.sig.indec.gov.ar/comex/index.php?pagina=mapa_dinamico