



Chile

Realizing export potential through standards with BSOL

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“ Since 1901, BSI has been working to provide the standards that set specifications, drive quality and minimize business risk. ”

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Authorship, acknowledgements and references

With thanks to the following organizations and reports that are referenced in this report:

*1 OEC data from <http://atlas.media.mit.edu/en/> - The Observatory of Economic Complexity – based on bilateral trade data over 50 years and based on 1000 different products of the SITC4 revision 2 classification. HS classification data provided by UN COMTRADE.

*2 OIV April 2016 (www.oiv.int)

*3 Cebr – Centre for Economics and Business Research Centre Ltd report: The Economic Contribution of Standards to the UK Economy, June 2015

*4 Jungmittag Blind and Mangelsdorf 2011

<http://www.din.de/blob/89552/68849fab0eaaaafb56c5a3ffee9959c5/economic-benefits-of-standardization-en-data.pdf>

(cited in the Cebr report, June 2015)

*5 The Chile Infrastructure Report features BMI Research's market assessment and forecasts covering public procurement and spending on all major infrastructure and construction projects, including transportation and logistics by land, sea and air; power plants and utilities, and commercial construction and property development (<http://store.bmiresearch.com/chile-infrastructure-report.html>)

*6 SITC dataset from OEC data - <http://atlas.media.mit.edu/en/>

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Introduction

In 2014 Chile made a total of \$77.3 billion*¹ from exports. From gold and copper to salmon and wine, the world wants and needs Chilean resources. But trading on the global stage is hard. Customers are increasingly looking to guarantee resilience in their supply chains. They want to know that what they are buying has been produced to the highest quality.

In this report, we look at the benefits that standards can bring to businesses exporting from Chile and how the BSOL (Standards Online) library provides the ideal tool for accessing these standards easily and more cost effectively.

Since 1901, BSI has been working to provide the standards that set specifications, drive quality and minimize business risk.

The BSOL database now provides companies worldwide with access to a daily updated catalogue of over 90,000 British, European, American and International standards. Using our experience and expertise, we help businesses and organizations achieve efficiencies and compliance to realize their full potential in a global marketplace.

Working together, we can make excellence a habit.

Vince Improta
International Territory Manager
LATAM & Europe
BSI Group



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Standards Online

BSOL is the online standards database that makes using standards easier and more cost effective. You can access a comprehensive library of over 90,000 internationally recognized standards.



Food, drink and agriculture

The BSOL library provides immediate access to the most up-to-date versions of all the standards necessary to operate in the UK and EU. This is particularly crucial, as standards have been found to play an important role in food and drink manufacturing - a 2015 report^{*3} concluded that nearly 10% of the value of exports in this sector was attributable to the use of standards.

Food and agriculture accounted for a quarter of all exports from Chile in 2014^{*1}. In other words, one in every four dollars of Chile's global trade was made from the sale of agricultural produce and food products. In fact, Chile is now the world's second largest exporter of fish fillets^{*1} and the fourth largest exporter of wine^{*2}.

It can be incredibly difficult, if not impossible to do business without many of the standards governing food safety, storage, transport and hygiene. Customers such as large food wholesalers need to meet their

own specific territorial requirements. They want to maximize shelf life, whilst ensuring the products they are buying comply with all relevant regulations and will not leave them exposed further down the line.

There are also significant operational benefits to be gained from the use of quality management standards in this sector. Not only do they guarantee high quality produce, the implementation of standards, such as **ISO 9001**, leads directly to increases in operational efficiency and have been shown to have a 5.3%^{*3} impact on the turnover of businesses in the sector.

By working with BSI and the BSOL library, businesses can easily ensure they are fully compliant with all of the relevant internationally recognized standards – making them fully equipped to enter other markets, such as the UK and European Union.

Food, drink and agriculture related standards

ISO 9001:2015	Quality Management System. Requirement.
BS EN ISO 17468:2016	Microbiology of the food chain. Technical requirements and guidance on establishment or revision of a standardized reference method.
BS EN 15467:2014	Food processing machinery. Fish heading and filleting machines. Safety and hygiene requirements.
BS ISO 17727:2012	Cork. Cork stoppers for still wine. Sampling plan for the quality control of cork stoppers.
ISO 2168:1974 (R08)	Table grapes. Guide to cold storage.



Metals and chemicals

The extraction and supply of natural materials has long been the mainstay of Chile's economy. Despite the increasing importance and success of new and expanding industries (such as the wine sector), in 2014 metals, chemicals, mineral products, wood and pulp still made up over 70%*1 of Chile's total exports. It provided a total \$54.34*1 billion in global trade in that year.

Although this sector has seen rapid growth over recent years, with the value of metal exports tripling between 2004 and 2011, new pressures have resulted in the slowing and contraction of worldwide markets. In economically challenging times, customers are looking to buy from strong, resilient supply chains that are protected against external shocks.

Standards such as **BS EN 16757** (sustainability of construction works) and **BS EN 16485:2014** (round and sawn timber) are designed to minimize the impact of environmental and operational risks and provide assurance.

With regards to materials in jewelry, the standard **ISO 11426:2014 ED3**, determines the amount of gold in gold jewelry alloys and helps reassure end users that the raw materials they are buying are of the highest quality.

Each standard in the BSI catalogue represents the culmination of industry consensus on best practice, making standards an essential tool in maximizing operational efficiencies and effectiveness. Long term studies conducted independently in the UK, Germany, France and Canada have all shown that the use of standards contributes significantly to economic growth.

A recent German study from 2011*4 estimated that between 1992 and 2006, standards were responsible for adding an extra €16.77 billion to Germany's annual GDP.

BSI has a long history of helping companies achieve these efficiencies. UK companies such as energy giant Scottish and Southern Energy (SSE), rely on the BSOL library to help them maximize the life span of machinery using the historical database to measure and monitor performance. By subscribing to BSOL, businesses can access sector specific modules, be confident they are using the latest updated standards and build their own tailored collections of standards to suit their specific requirements.

Metals and chemicals related standards

BS 6200-3.19.3:1992	Sampling and analysis of iron, steel and other ferrous metals. Methods of analysis. Determination of molybdenum. Molybdenum oxide and high grade molybdenite ores: gravimetric method.
BS ISO 9198:2001	Paper, board and pulp. Determination of water-soluble sulfates.
BS EN 12386:2012	Chemicals used for treatment of water intended for human consumption. Copper sulphate.
ISO 11426:2014 ED3	Jewelry. Determination of gold in gold jewelry alloys. Cupellation method (fire assay).



Construction

In 2015, the Chilean government announced an increase of 27.5% on infrastructure spending in its 2015 budget^{*5}. With commitments to housing, hospitals, roads and renewable energy generation, the construction industry in Chile is forecast to reach a value of \$40.6 billion by the end of 2025.

From health and safety and fire resilience, to the efficiencies provided by quality management standards through the supply chain, standardization brings significant benefits to construction firms. In fact, the 2015 Cebr report^{*1} found that 76% of businesses believed standardization improved the quality of supplier products and services.

Such is the importance of standards to the industry, that in some international markets like the EU, they are now mandatory on most construction products.

Chile exported just over \$3 billion^{*6} in construction materials and

equipment in 2014. While figures^{*1} from the UK show that the use of standards brings an extra 5.2% to the value of exports in the sector.

By implementing the use of internationally recognized standards when working on and supplying domestic projects, companies can future proof themselves for operating on a global stage.

As the world's first standardization body, BSI has been instrumental in the formation of many construction standards which are now used globally. One of the very first standards, in fact, dealt with steel sections for tramways, and many of the ISO standards used now, such as **ISO 9001** and **ISO 14001**, have been developed out of original British standards.

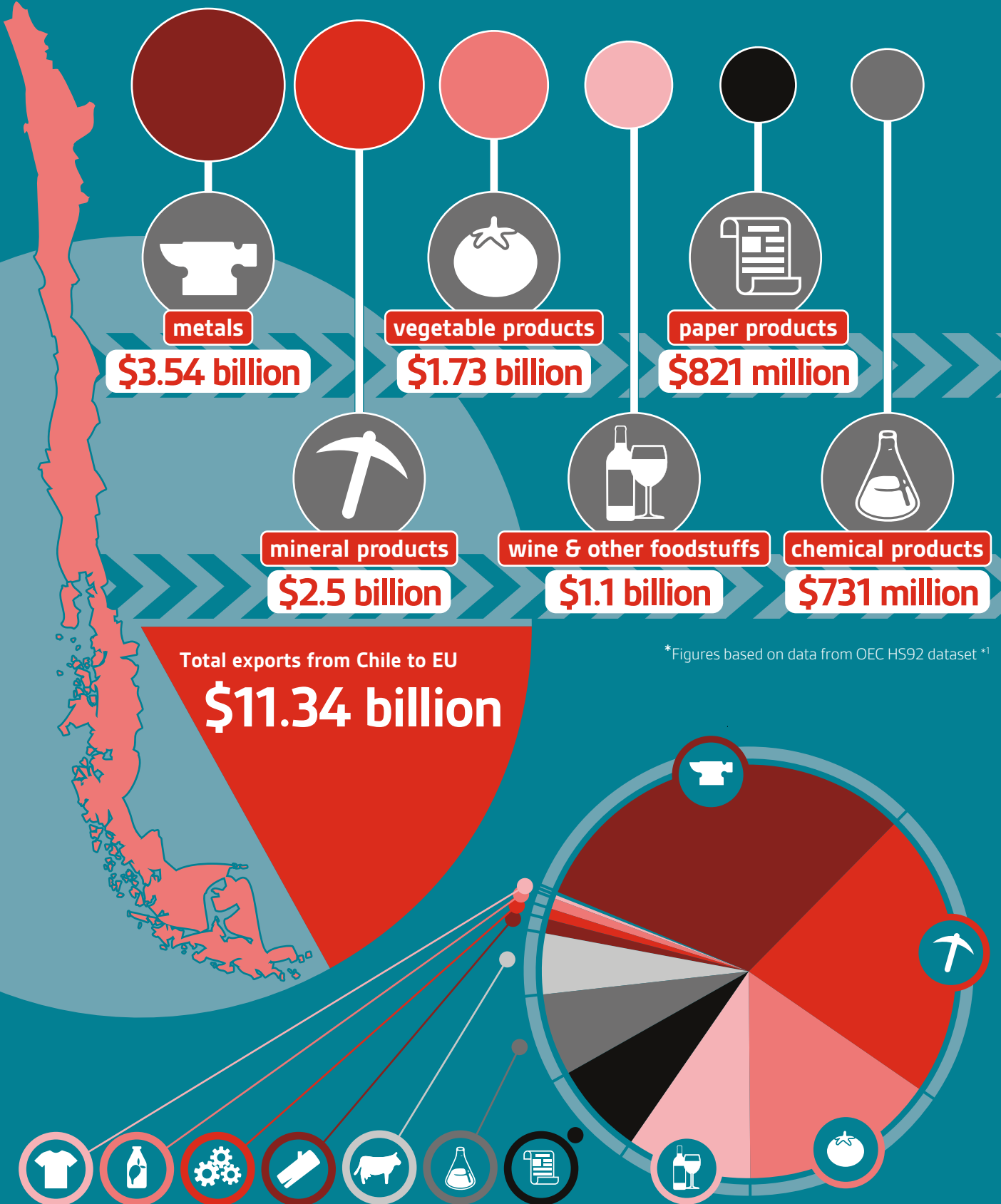
It is this rich history, along with the constantly updated catalogue of more than 90,000 standards that makes BSI ideally placed to help businesses in Chile maximize their performance on the global stage.

Construction related standards

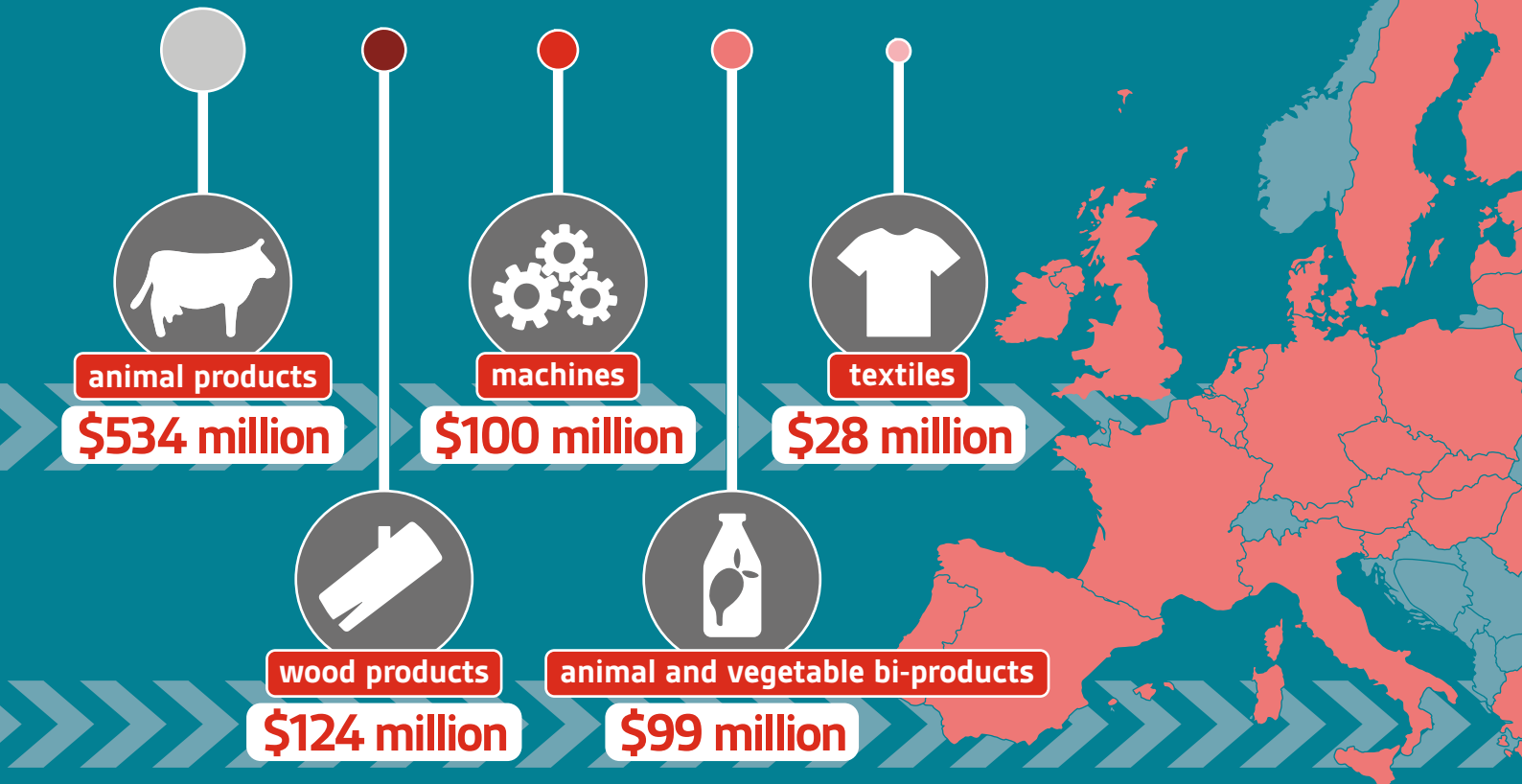
BS EN 81-73:2016	Safety rules for the construction and installation of lifts. Particular applications for passenger and goods passenger lifts. Behaviour of lifts in the event of fire.
BS EN ISO 14120:2015	Safety of machinery. Guards. General requirements for the design and construction of fixed and movable guards.
BS 6100-0:2010	Building and civil engineering. Vocabulary. Introduction and index.
BS EN 16687:2015	Construction products. Assessment of release of dangerous substances. Terminology.



What Chile exports* to the



EUROPEAN UNION

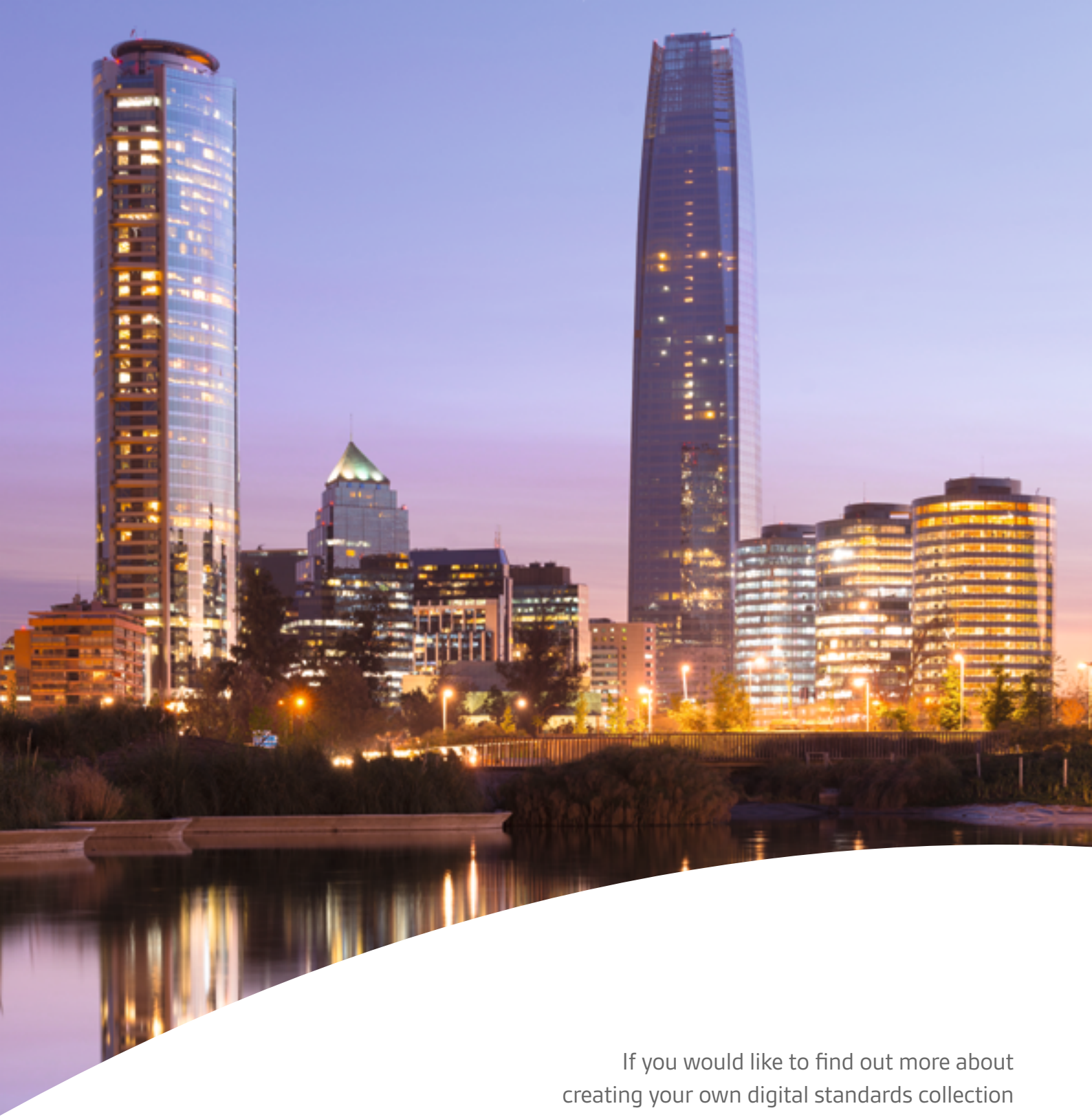


About BSOL

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Standards Online

- ✓ Over 90,000 internationally recognized standards including ISO, EN, BS, CEN, CENELEC, ASTM and IEC.
- ✓ Over 71,000 British, adopted European and International standards and 17,500 ASTM, ISO and IEC.
- ✓ The only way to subscribe to PAS documents, BSI books and draft standards.
- ✓ You can also search a complete archive of historical standards – as far back as 1919.
- ✓ Available 24/7.
- ✓ Revised standards EVERY day, so always up to date.
- ✓ The BSOL database is broken down into 53 standards based modules and 3 book modules.
- ✓ You can be notified when standards change to ensure you're always using the current version and be ready before your competitors do.
- ✓ Choose from highly flexible subscription options. You can subscribe to the full collection, choose from 53 module subjects or create a customized collection.



If you would like to find out more about
creating your own digital standards collection
via BSOL, please get in touch:

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