

THE GUYANESE MARKET (cont'd)

- ☛ Decisive variables for the purchase of mining sector products and services:
 - ☺ worker safety
 - ☺ equipment robustness
 - ☺ equipment effectiveness
 - ☺ brand reputation
 - ☺ product quality
 - ☺ experience in similar climates

- ☛ Spending habits of consumers of mining sector products and services:
 - purchases for specific needs
 - high degree of brand loyalty
 - ongoing concern for standardization
 - use of two or three key suppliers or alternatively adoption of a contingency plan

- ☛ One problem associated with access to the Guyanese market is related to the management, award and period of prospecting and mining licences. Owing to inadequate controls, it is difficult to determine when a prospecting company becomes an operating company.

- ☛ Market access:
 - develop a good network of contacts to facilitate access to the market
 - consult mining industry publications on a regular basis
 - buy some shares in a mining company

LEGAL CONSIDERATIONS, TRANSPORTATION, TAXES AND CUSTOMS

- ☛ A national environmental protection agency was established on June 5, 1996.

- ☛ The corporation income tax (2%) is scheduled to be abolished in January 1997.

- ☛ Abolition of the consumption tax on certain mining equipment.

- ☛ Canadian equipment is shipped from the port of Houston.

- ☛ Customs duties from 0 to 20% for mining equipment and machinery imports.

- ☛ Consumption taxes of 0 to 30% on mining equipment and machinery imports.