

## COMPETITION

### *Import penetration for mining equipment is approaching two-thirds of the domestic market*

The modernization of the Mexican mining sector has caused a steady increase in import penetration in the equipment market. According to estimates by the U.S. Department of Commerce, import penetration for mining equipment rose from 53 percent in 1991 to more than 63 percent in 1993. The import share was projected to increase, with imports growing faster than domestic production for at least the next three years.

There are about 20 manufacturers of mining machinery and equipment in Mexico. In 1993 they produced more than US \$86 million worth of equipment, of which US \$8.4 million worth was exported. Domestic production is limited to light and technologically less-sophisticated equipment and parts. Some mining companies, including *Grupo Industrial Minera México* and *Grupo Peñoles* operate their own manufacturing shops which make spare parts and minor machinery. Firms from the United States are the most important competitors for more advanced equipment.

### MAJOR MEXICAN MINING EQUIPMENT FIRMS

Alta Tecnología México Americana	Manufacturer of mineral processing machinery and distributor of sorting machines. Represents Acker Drill Company, Inc.
Altzairu	Distributor of parts for mining equipment.
Amsco Mexicana	Manufacturer of parts for ball mills and <i>quijada</i> , crank shaft, breakers.
Atmos	Distributor of pulverizers and parts for mining equipment. Represents Pennsylvania Crusher Corporation.
C-E Raymond	Distributor of sorters, rotary dryers, coolers, and pulverizers.
Empresas Fullermex	Distributor of powder machines, conveyors and related equipment. Represents Fuller Company.
Euzkadi	Distributor of conveyor belts.
Grupo Industrial Minera México	Internal "production shop" operated by major mining group. Distributor of open pit mining equipment. Represents ASARCO.

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