

Equipment, accessories and spare parts for refrigeration. In the following tables, the principal mining suppliers, estimated at 95 national suppliers and 128 representatives of foreign suppliers, have been grouped according to the classification indicated above.

### Supply characteristics.

Over the past years a number of changing phenomena have occurred in the equipment market and service supply to Chilean mining.

These phenomena are related, to the growth of a national industry dedicated to domestic supply and export and to a change in the supply structure of representatives of foreign suppliers.

### National Supply.

The following kinds of situations can be distinguished:

- Companies that have improved their infrastructure and engineering to increase quality and /or complexity of their products, or have adopted foreign models and produced them locally for local consumption or export. (Ex: Revesol manufactures a hydraulic machine that manipulates millshields)
- Chilean companies that have acquired licenses abroad to produce in Chile.
- Companies that have made agreements to manufacture locally equipment that was imported previously.
- State - owned companies that have sold some technology abroad and are currently studying the creation of new companies with foreigners to export, or that have signed agreements to collaborate with foreign companies.

Ex: Codelco and Inco Ltd. signed a technological exchange agreement.

With regard to export promotion of national mining inputs, two Committees operate in the country which are under the state entity, the Department of Export Promotion (ProChile). These Committees are:

- The Export Committee of Mining Services, which includes the following companies: Centro de Investigación Minera y Metalúrgica, Compañía Minera del Pacífico, Geoexploraciones, NCL S.A., Geoestudios Ltda., Juan Rayo Ingeniería S.A. and Mas Errázuriz Ingeniería y Construcción.

- Committee for the export of mining equipment and inputs: Drillco Tools, Tec Harseim, Latecmac, Sermitec and others.

Within this same objective there exists an initiative promoted by the Ministry of Mining to register mining projects, identify requirements for equipment and services and transfer that information to local manufacturers. The organization responsible for obtaining the information is the Chilean Copper Commission.

### Foreign Supply.

The following are some examples:

- Companies of Finnish origin that operated before through representatives in the country have decided to install direct offices.

Examples: Tamrock, Larox, Outokumpu.

- Foreign companies that did not operate in the country before have initiated local businesses.

Examples: Peruvian companies Mepsa, Vera, Renasa and Reactivos, that now operate as MFB Representaciones; the North American company, ITT Fluid; the Canadian company, Lavalin, etc.

- Foreign companies that have partly or totally acquired ownership of local companies.

Examples: ICI acquired all of Explosivos Mineros S.A. (Explomin), which belonged to the industrialist Carlos Cardoen. Outokumpu bought the company Ingeniería Indepro.

- Some multinational companies are installing offices for Latin America or the Southern Cone in Santiago.

Examples: Dresser, ITT Fluid, Teledyne.

- Some changes in ownership of companies abroad have had significant local repercussions.

Examples: Purchase of Wagner by Atlas Copco left Bafco without representation. MPSI which was independent now belongs to Allis.