

MINING SECTOR EQUIPMENT

- ☞ Multinational companies are having some economic and social impact on Guyanese society.
- ☞ Adaptability of products and services to the specific needs of mining companies is a key factor in selecting a supplier.
- ☞ Northern Guyana has the greatest established mining potential.
- ☞ The Guyanese mining industry spends little on research and development.
- ☞ Three activity areas associated with mining operations: (1) excavating and drilling, (2) milling and hauling, (3) infrastructures and services.
- ☞ The mining sector incurs heavy capital spending at the initial stage of operations, while the replacement market is much smaller.
- ☞ Canadian exports to Guyana ¹
 - 1994: C\$1,137,668
 - 1995: C\$2,113,085
- ☞ Imports by Guyana (1994) ²
 - Total: G\$4,307,574,858
 - Canada: G\$137,017,953
- ☞ Canadian provinces exporting mining machinery and equipment to Guyana: Ontario, British Columbia, Alberta, Quebec.

THE GUYANESE MARKET

- ☞ Two customer groups for mining sector equipment:
 - (1) retailers: mainly serving small mining companies
 - (2) mining companies: use a tender call process for their purchases

¹ Source: Statistics Canada, Canada.

² Source: Bureau of Statistics, Guyana.