

30/05/89

DEPARTMENT OF EXTERNAL AFFAIRS

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RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: SANTIAGO

Market: CHILE

Sector : MINE, METAL, MINERAL PROD & SRV

Sub-Sector: METALS, PRIMARY & FABRICATED

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	110.00 \$M	120.00 \$M	125.00 \$M	135.00 \$M
Canadian Exports	40.00 \$M	40.00 \$M	45.00 \$M	40.00 \$M
Canadian Share of Market	36.40 %	33.30 %	36.00 %	29.60 %

Cumulative 3 year export potential for  
CDN products in this sector/subsector: 100+ \$M

Major Competing Countries

Market Share

UNITED STATES OF AMERICA	10.00 %
SOUTH AFRICA	10.00 %
AUSTRALIA	8.00 %
BOLIVIA	0.00 %

Current Status of Canadian  
exports in this sector/subsector: Market share declining

Products/services for which there are good market prospects:

1. SULFUR
2. ASBESTOS
3. MOLYBDENUM
4. COAL (COKE)
5. STEEL BAR, TUBES, CHAINS, ETC.
6. ALUMINUM PRODUCTS

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Competitive pricing
- Canada is one of few sources of supply
- Strong sectoral capability in Canada