

Export and Investment Promotion Planning System

87/88 Sector/Sub-Sector Highlights
Submitted by Posts by Region

Region: LATIN AMERICA-CARIBBEAN

Mission: 633 SANTIAGO

Market: 068 CHILE

Sector: 010 MINE, METAL, MINERAL PROD & SRV

Subsector: 106 EQUIPMENT AND MACHINERY

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	400.00M	\$ 400.00M	\$ 400.00M	\$ 300.00M
Canadian Exports \$	30.00M	\$ 15.00M	\$ 18.00M	\$ 3.00M
Canadian Share of Import Market	7.50%	3.75%	4.50%	1.00%

Major Competing Countries

Market Share

i) 577 UNITED STATES OF AMERICA	035 %
ii) 265 JAPAN	025 %
iii) 609 EUROPEAN COMMON MARKET C	020 %

Cumulative 3 year export potential for CDN products
in this Sector/Subsector: 30-60 \$M

Current status of Canadian exports: Small but expanding

Products/services for which there are
good market prospects

Current Total Imports
In Canadian \$
\$ 15.00 M

i) ALL MINING EQUIPMENT

Projects or portion of projects which are still in the planning
stage and for which Canadian companies might have reasonable prospects.

i) Project Name: LA ESCONDIDA COPPER MINE PROJECT
Approximate Value: \$ 1.6 M
Financing Source: 024 BC
For further info. please contact:
MISSION(TLX 240341 DMCAN CL)

ii) Project Name: SECOND CODELCO/SAG MILL PROJECT IN 1988
Approximate Value: \$ 12 M
Financing Source: 028 TO/DETER
For further info. please contact:
MISSION (TLX 240341 DMCAN CL)/EXTOTT/LST