

## PRODUCT OPPORTUNITIES

Mining company buyers interviewed for this study were asked to identify mining equipment with particular potential for foreign suppliers. The products they mentioned as being primarily imported included the following:

- scooptrams
- payloaders
- locomotives
- stationary and portable compressors
- *perforadoras de pierna* or *montados sobre orugas*, caterpillar mounting
- diamond perforating equipment
- *contrapoceras*, counter well driller
- pumps
- *molinos de bolsa y/o martillo*, ball mill
- flotation cells
- classifiers
- reactive feeders
- laboratory equipment, especially scales, stoves, *crisoles*, melting pot, spectrophotometers

Most of the mining company officials believed that Canada was a potential source of all of this equipment.

## CONSULTING OPPORTUNITIES

The majority of mining operators interviewed for this profile said that they had used foreign consulting firms, including several from Canada. While foreign firms are regarded as more costly, they also have a much better reputation for technical expertise than do Mexican firms. Those interviewed mentioned exploration, research, equipment setup, environmental control and advice on innovative production techniques as areas where they sought foreign help.

Several companies cited the need for bilingual technicians who can train Mexican staff. Areas of particular need are training in equipment operation, laboratory procedures and the use of remote sensing equipment. Consultants who can assist with waste management and environmental impact analysis were also mentioned.

Some consulting firms are involved in the selection of equipment, particularly used equipment, from the countries in which they are based. Canadian firms enjoy a good reputation among buyers, and tend to be relatively well known to them. This finding contrasts with other Mexican sectors where Canada enjoys a generally good reputation, but individual companies are little known.