

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: 102 MINERALS AND MINERAL PRODUCTS

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size (import) \$	80.00M	\$ 85.00M	\$ 81.00M	\$ 0.00M
Canadian Exports \$	50.00M	\$ 45.00M	\$ 40.00M	\$ 0.00M
Canadian Share of Import Market	62.00%	52.00%	50.00%	0.00%

Major Competing Countries

Market Share

- i) 577 UNITED STATES OF AMERICA
- ii) 288 SOUTH AFRICA

20 %
5 %

Cumulative 3 year export potential for CDN products in this Sector/Subsector:

60-100 \$M

Current status of Canadian exports: Mature with little growth

Products/services for which there are good market prospects

Current Total Imports

- i) SULPHUR
- ii) ASBESTOS
- iii) COAL
- iv) MOLYBDENUM

In Canadian \$
\$ 20.00 M
\$ 4.00 M
\$ 10.00 M
\$ 10.00 M

The Trade Office reports that the following factors influence Canadian export performance in this market for this sector (sub-sector).

- the degree of import duty protection of local industry tends to be low

In the Trade Office's opinion, Canadian export performance in this sector (sub-sector) in this market is lower than optimum mainly because of:

- other factor(s) described by the Trade Office as follows:
OUR EXPORT OF SULPHUR WILL LOWER AS CHILE IS DEVELOPING ITS NATURAL RESOURCES IN SULPHUR AND CDA RESOURCES ARE DWINDLING. FOLLOWING RECENT OIT MEETING WERE ASBESTOS PROD. WILL BE SEVERELY CONTROLLED, WE EXPECT A DECREASE IN NEXT FEW YEARS.