

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: 011 OIL & GAS EQUIPMENT, SERVICES

Subsector: 116 MACHINERY AND EQUIPMENT

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	75.00M	\$ 45.00M	\$ 30.00M	\$ 40.00M
Canadian Exports \$	1.50M	\$ 1.20M	\$ 0.12M	\$ 0.10M
Canadian Share of Import Market	2.00%	2.60%	0.40%	0.20%

Major Competing Countries

Market Share

i) 068 CHILE	050 %
ii) 577 UNITED STATES OF AMERICA	030 %
iii) 620 EUROPE	010 %

Cumulative 3 year export potential for CDN products
in this Sector/Subsector: 0-1 \$M.

Current status of Canadian exports: Small but expanding

Products/services for which there are
good market prospects

Current Total Imports

In Canadian \$

i) GAS WELL EQUIPMENT	\$ 0.00 M
ii) PLATFORM PARTS	\$ 0.00 M
iii) COMPRESSORS	\$ 0.00 M
iv) GAS LINE EQUIPMENT	\$ 0.00 M
v) CHEMICAL FOR WELL RECOVERY	\$ 0.00 M
vi) CORROSION PREVENTION PRODUCTS	\$ 0.00 M
vii) PROCESSING PLANTS OIL TO LPG	\$ 0.00 M
viii) SEISMIC EQUIPMENT	\$ 0.00 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