

Inmaco	Distributor of drilling mining equipment. Represents Acker Drill Company.
Longyear de México	Sells boring and sinking machinery.
Maquinaria Intercontinental	Manufacturer and distributor of mining machinery.
Msa de México	Distributor of trucks, safety equipment and tunnel boring machinery. Represents Tamrock Driltech, Mine Safety Appliances Company, and Wagner Mining Equipment.
Maquinaria y Mantenimiento	Distributor of pneumatic elevators and conveyors, and mining trucks.
Minco Mexicana	Manufacturer and distributor of mineral sorting machines, jaw crushers, polishing machines, rock breaking machines, tower cranes, percussion drilling machines and overhead travelling cranes. Linked with Swedish-owned Grupo Svedla.
Neumática la Paz	Manufacturer of parts for perforating machines.
Productos Industriales de Parral	Manufacturer of rubber coverings for pumps and cyclones.
Pettibone de México	Manufacturer and distributor of self-propelled trucks, crushing machines and pneumatic elevators and conveyors. Suspended operations in 1995.
Simec Moly	Manufacturer of steel bags.
Skega	Manufacturer of ball mills.
Tecmut	Distributor of process steel equipment.
Valpaco	Manufacturer of loaders.

Source: Department of Foreign Affairs and International Trade (DFAIT), 1994, and interviews, 1995.

COMPETITIVE FACTORS

The United States is the principal competitor for mining equipment in Mexico. American companies enjoy a good reputation for quality and have demonstrated a long-term commitment to the market. Proximity to the market is also an advantage, especially for providing good after-sales service.