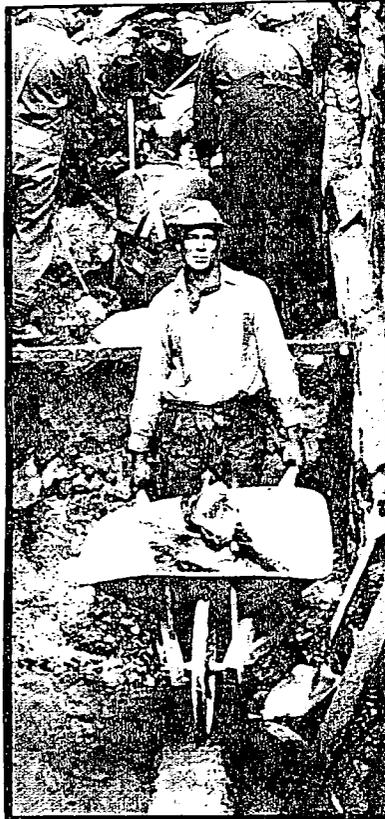
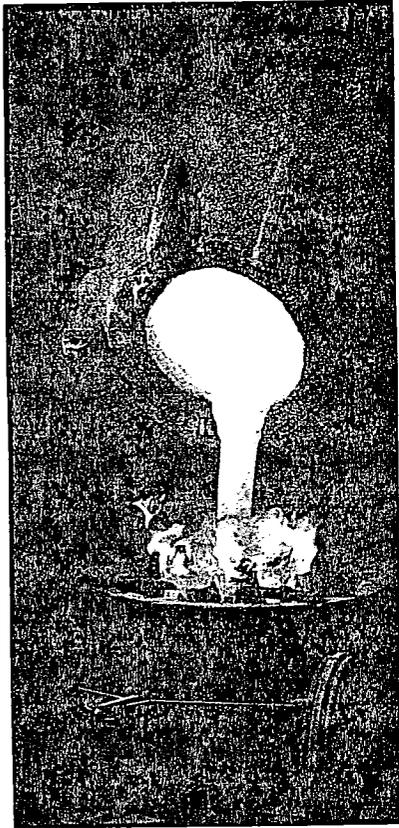

MARKET OPPORTUNITIES IN GUYANA FOR CANADIAN MINING COMPANIES



Prepared by **Natacha Bustros**, IMBA

under the FOCAL Program

Department of Foreign Affairs and International Trade
Latin America and Caribbean Trade Division

Guyana, July 1996

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under the **FOCAL** Program

Department of **Foreign Affairs and International Trade**
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Guyana, July 1996

EXECUTIVE SUMMARY

GENERAL INFORMATION

- ☞ The main components of the Guyanese mining industry are bauxite, gold and diamonds.
- ☞ OGML (Omai Gold Mines Limited) is the largest mining company in Guyana in any sector.
- ☞ In 1993, there were a total of 9,836 mining company employees.
- ☞ The Guyanese mining industry is the source of products with a relatively low added value, since there are no smelting or refining plants.
- ☞ In 1991 and 1993 respectively, 10% and 2.3% of total imports to Guyana were accounted for by capital spending related to the mining sector.
- ☞ The maximum permitted foreign participation in the equity of a mining company is 95%.
- ☞ After 10 years of production, the government may acquire an additional 20% to 30% interest in a foreign mining company.
- ☞ 50% of mining sector exports are to North America (1991).
- ☞ The President of Guyana and the Guyana Geology and Mines Commission are jointly responsible for the country's geological heritage and the related legislation.
- ☞ 60% of world gold production is used for industrial purposes.

THE CANADIAN MINING SECTOR

- ☞ The forestry sector is the largest source of Canadian export revenues; the mining industry is in second place.
- ☞ Canada's trade surplus associated with the mining sector was C\$11.7 billion in 1994.
- ☞ 80% of Canadian mining output is exported.

THE CANADIAN MINING SECTOR (cont'd)

- ☞ In 1994, the mining sector represented 4% of GNP or C\$14.5 billion.
- ☞ In 1994, Canada was the fourth largest world gold producer and ranked third for aluminum production.

CONTRIBUTION OF THE MINING SECTOR TO THE GUYANESE ECONOMY

- ☞ The value of Guyana's mining output rose by 32% between 1988 and 1995.
- ☞ The 11% decline in the value of Guyanese mining output between 1994 and 1995 was due to the temporary (6-month) closure of OGML because of an accidental cyanide spill.
- ☞ The Guyanese GNP was G\$4,677 million in 1995 (1988 constant dollars).
- ☞ The mining industry's contribution to GNP remained stable at 10% between 1988 and 1995.

2/25/91

THE BAUXITE INDUSTRY IN GUYANA

- ☞ The problems associated with the bauxite industry in Guyana are in the areas of high costs of production and transportation as well as inefficient government management of operations (Linmine and Bermine).
- ☞ Because the Demerara and Berbice rivers are fairly shallow, the maximum capacity of vessels for bulk bauxite shipments is 22,000 tons.
- ☞ A deep layer of overburden must be removed before reaching the ore deposit.
- ☞ China has become a major competitor in the bauxite industry despite very poor quality.
- ☞ International bauxite buyers now give greater importance to price than to quality.
- ☞ Other current and future international competitors: former USSR, Hungary, Africa.
- ☞ The bauxite mining companies were nationalized during the 1970s.

THE BAUXITE INDUSTRY IN GUYANA (cont'd)

- ☛ There are three bauxite mining companies: Linden and Bermine, managed by the State and Aroaima, the result of a joint venture agreement between Reynold's and the Guyanese government.
- ☛ 2,000,000 tons of bauxite were produced in 1995.
- ☛ The Guyanese government is looking to privatize Linmine and Bermine.
- ☛ 3,000 direct jobs are linked to bauxite mining (1995).
- ☛ The foreign participation rate is estimated at 41%.
- ☛ Bauxite is exported to the United States, Japan, Germany, Britain and, last, Canada.
- ☛ Exports are worth G\$10,986 million.

THE GOLD INDUSTRY IN GUYANA

- ☛ Mining and sales of Guyanese gold are managed by the Guyana Gold Board (GGB).
- ☛ Guyana represents a potential for approximately 10 major gold deposits (10 to 12 million ounces of gold each) surrounded by about a dozen satellite deposits (2 million ounces of gold).
- ☛ 3 types of organizations: small, medium-sized and large mining companies.
- ☛ 290,000 ounces of gold were produced in 1995.
- ☛ Some local miners operate on a clandestine basis to avoid being forced to sell their production to the GGB; they thus obtain better prices on the market.
- ☛ The foreign participation rate is estimated at more than 75%.
- ☛ All gold production is exported to Canada.
- ☛ Exports are valued at G\$13,426 million (1995).

MINING SECTOR EQUIPMENT

- ☞ Multinational companies are having some economic and social impact on Guyanese society.
- ☞ Adaptability of products and services to the specific needs of mining companies is a key factor in selecting a supplier.
- ☞ Northern Guyana has the greatest established mining potential.
- ☞ The Guyanese mining industry spends little on research and development.
- ☞ Three activity areas associated with mining operations: (1) excavating and drilling, (2) milling and hauling, (3) infrastructures and services.
- ☞ The mining sector incurs heavy capital spending at the initial stage of operations, while the replacement market is much smaller.
- ☞ Canadian exports to Guyana ¹
 - 1994: C\$1,137,668
 - 1995: C\$2,113,085
- ☞ Imports by Guyana (1994) ²
 - Total: G\$4,307,574,858
 - Canada: G\$137,017,953
- ☞ Canadian provinces exporting mining machinery and equipment to Guyana: Ontario, British Columbia, Alberta, Quebec.

THE GUYANESE MARKET

- ☞ Two customer groups for mining sector equipment:
 - (1) retailers: mainly serving small mining companies
 - (2) mining companies: use a tender call process for their purchases

¹ Source: Statistics Canada, Canada.

² Source: Bureau of Statistics, Guyana.

THE GUYANESE MARKET (cont'd)

- ☞ Decisive variables for the purchase of mining sector products and services:
 - ☺ worker safety
 - ☺ equipment robustness
 - ☺ equipment effectiveness
 - ☺ brand reputation
 - ☺ product quality
 - ☺ experience in similar climates

- ☞ Spending habits of consumers of mining sector products and services:
 - purchases for specific needs
 - high degree of brand loyalty
 - ongoing concern for standardization
 - use of two or three key suppliers or alternatively adoption of a contingency plan

- ☞ One problem associated with access to the Guyanese market is related to the management, award and period of prospecting and mining licences. Owing to inadequate controls, it is difficult to determine when a prospecting company becomes an operating company.

- ☞ Market access:
 - develop a good network of contacts to facilitate access to the market
 - consult mining industry publications on a regular basis
 - buy some shares in a mining company

LEGAL CONSIDERATIONS, TRANSPORTATION, TAXES AND CUSTOMS

- ☞ A national environmental protection agency was established on June 5, 1996.

- ☞ The corporation income tax (2%) is scheduled to be abolished in January 1997.

- ☞ Abolition of the consumption tax on certain mining equipment.

- ☞ Canadian equipment is shipped from the port of Houston.

- ☞ Customs duties from 0 to 20% for mining equipment and machinery imports.

- ☞ Consumption taxes of 0 to 30% on mining equipment and machinery imports.

LEGAL CONSIDERATIONS, TRANSPORTATION, TAXES AND CUSTOMS (cont'd)

- ☞ Canadian exporters may qualify for exemptions from the taxes due on their products, with the approval of the government departments in question.
- ☞ The consignee of exported equipment has 30 days to claim its property, after which storage charges are applicable or the goods are sold by public auction.
- ☞ There are three incorporation methods: sole proprietorship, partnership (not popular) and limited company.
- ☞ There is a Canada-Guyana double taxation agreement.
- ☞ There is a 6.25% dividend tax for foreign mining companies, unless they invest an equivalent amount in other mining prospecting projects in the country or unless they have an agreement to the contrary with the Guyanese government.

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¹ The Annexes are contained in another document entitled "Market Opportunities in Guyana for Canadian Mining Companies - Annexes".

INTRODUCTION

Under the Department of Foreign Affairs FOCAL program and to meet the academic requirements of the International Master's in Business Administration of the University of Ottawa, we have completed a study of business opportunities for Canadian suppliers of mining sector products and equipment. Our research results are presented on the pages that follow. We trust that this report will be useful to Canadian companies interested in expanding their activities to the Guyanese market or further developing them there. We have taken great care in writing this report in order to provide correct and accurate information. We sometimes encountered problems regarding the availability and reliability of information provided. However, while we do not exclude the possibility of unintentional errors on our part, we are fully confident that the conclusions set out in this report are valid.

SECTION A: PORTRAIT OF THE SECTOR

1. DESCRIPTION OF THE SECTOR AND ITS PRODUCTS

1.1 SECTOR COMPONENTS

The purpose of this study is to identify market opportunities for Canadian companies in various subsectors of the Guyanese economy. We will focus our efforts on identifying business opportunities for industrial sector equipment and machinery. This sector includes the following areas of activity: agriculture, manufacturing industry, forestry, and the mining and other industries. However, we will spend more time on identifying opportunities for the mining sector. We will begin by considering the case of gold and will then analyse the operations of the bauxite industry.

1.2 SPECIFIC DATA

1.2.1 *Number of establishments*

The main components of the Guyanese mining industry are bauxite, gold and diamonds. It would be extremely difficult to accurately estimate the number of establishments operating in the mining sector. However, from the map presented in Annex A, we note that a large number of deposits have been identified to date. We are also aware that a large number of prospecting and operating licences are currently in circulation (see Annex F). In all categories, we therefore believe that several thousand mining concerns are established throughout the country.

1.2.2 *Size of firms*

The size of mining firms can be measured in terms of production volume or operating area. In the first case, the classification will relate to production in ounces, tonnes or carats of gold, bauxite and diamonds respectively. On the other hand, the size of firms may be based on the surface area of the mining site. However, although there is normally a direct relationship between production volume and site size, it must be noted that some firms are exceptions to this rule. This is specifically the situation with Linden Mining Enterprise Ltd, whose scale of operation does not compare well in recent years with its annual production. Thus, some mining firms have very little impact on the sector as a whole, while others are by themselves the main

source of revenue for the Guyanese government. We could mention here the Canadian company Omai Gold Mines Limited (OGML), which has been operating since 1993 and has increased the gross national product by about 25%. In addition, the Aroaima company (representing American interests) is responsible for the bulk of total national bauxite production.

1.2.3 *Number of jobs attributable to the sector*

It would be difficult to estimate with any certainty the number of jobs attributable to mining operations in Guyana. This is because, on the one hand, many individuals operate on a clandestine basis in order to avoid paying the taxes that would otherwise be due. Furthermore, statistical data with this degree of detail are seldom available: sometimes only aggregate data are compiled and their collection method may sometimes be dubious. It should be said, however, that according to the results of a survey of Guyanese households by the Bureau of Statistics, 9,836 individuals were employed by a mining company in 1993. At that time, this number represented 4% of the total labour force, which was then estimated to be 245,492, according to the same agency. However, according to other sources, the total labour force in 1991 was 300,000 (The World Fact Book). Since this discrepancy cannot be explained in terms of any major occurrence, we conclude that it is currently impossible to provide an accurate picture of the employment situation in the mines because of differing methodologies.

1.2.4 *Pay rates*

Guyanese labour legislation and its enforcement are the responsibility of the Ministry of Labour, Human Services and Social Security. There is no national minimum wage. Where applicable, pay rates are instead based on the type of job held. Furthermore, where the law prescribes a minimum wage, this is customarily ignored by employers. No institution exists with a mandate to enforce the legislation. As a result, the compensation received by workers is for all practical purposes left to the judgment of the individual employer. In the public sector, however, the following rates are in effect:

Chapter 1: Sector Overview

Table 1: Minimum public sector salaries

Employment area	Minimum salary
Public administration ¹	\$6,380 per month
Restaurants, stores, bakeries and movie theatres	\$740 per week
Pharmacies, gas stations, supermarkets and hardware stores	\$1,340 per week
Sawmill and forestry industry	\$1,146 per week
Textile and clothing factories	\$1,678 per week

Source: *Guyana Office for Investment (GO-INVEST)*, 1994

Private sector salaries are considerably higher than those in the public sector. They therefore greatly exceed the statutory minimums.

We should also point out that according to The World Fact Book, the officially observed minimum daily wage was G\$43.04 in 1990 and G\$106.74 the following year, representing an increase of 148%.

As regards taxation rates, the first \$15,000 per month is not taxable but any amount above that figure is taxed at 33.3%. Until last January, the non-taxable threshold was \$12,000, but tax policies have since been revised for the benefit of the poorest workers. As a result of this reform, 20,000 taxpayers became exempt from any income tax on their wages.

1.2.5 Union organization

To establish whether a firm may or may not unionize, a poll is normally conducted by the Ministry of Labour, Human Services and Social Security. If the poll results indicate that a majority of the firm's employees want to be unionized, the employer must comply with the workers' request and grant this legitimate right. However, employees can unionize without a preliminary poll, with the agreement of the employer.

¹ The minimum salary of government services employees was recently raised. Between January 1993 and January 1995, the minimum monthly pay increased from G\$3,137 to G\$6,380, an increase of more than 100%.

Chapter 1: Sector Overview

The Guyanese legislation in this area applies to all employment categories regardless of the activity sector.

1.2.6 Number of production workers

Since we were unable to determine with any accuracy the number of workers whose jobs are with a mining firm, we cannot say what proportion is associated with production. We can say, however, that mining operations are basically production activities. Most of the personnel employed by this industry will therefore be assigned to production whether the firm is small, medium-sized or large. It should be noted, however, that small firms employ a larger proportion of their resources on production, since they invest little or no money in research and development or other activities not directly related to production.

1.2.7 Added value

The mining industry generates high added value products. The purpose of research and development in this sector is not only to develop more efficient mining methods but also to increase the concentration of final products and their use. Professor Pang's studies (1994) have shown that by slightly increasing the purity of minerals like iron, copper and bauxite, the selling price of the product with medium added value could be up to 20 or 30 times higher than the price of the ore. For example, we could mention copper exports from Chili. In that country, exports of copper bars have grown consistently in recent years while exports of the unrefined ore have declined substantially. Chilean tax policies are the cause of these developments, since they have encouraged production of a medium added value product at a higher price. According to Pang's recommendations, export taxes should be used as incentives to develop added value products.² Thus, with a minimum of related investment, Guyana could substantially increase its export revenues. We should bear in mind, however, that so far there is no smelting plant or refinery for bauxite and gold. Therefore, the added value of Guyana's mining products is relatively low.

² PANG, E.-S., Guyana: Mineral Development Strategy, Mineral Policy Assessment and Recommendations, Colorado School of Mines, Golden, Colorado, November 1994, p. 29.

Chapter 1: Sector Overview

1.2.8 Productivity

Before actual mining begins, a long exploratory investigation must first be undertaken. When a mineral stratum is identified, specialists, geologists and geophysicists estimate the tonnage and ore concentration. For this purpose, they use complex processes that enable them to measure the total volume of the deposit. They then multiply this result by the average density of the ore body to determine the total weight of extractable ore. At this stage it is possible to put a financial value on the mineral deposit. If its value is greater than the cost of mining, processing and marketing the product, the deposit then becomes a mine. The mine's productivity will depend on a number of factors, including the depth, content and concentration of the ore deposit. It will normally be measured in terms of the ratio of the quantity of waste rock extracted from the mine to the weight of ore. This is known as the stripping ratio. Open-face mining therefore requires that the cost of extracting waste rock does not exceed the value of the underlying ore.

1.2.9 Research and development costs

Since data are not available we cannot express an opinion on the research and development costs of the mining sector overall. However, according to the Guyana Geology and Mines Commission, only the large corporations, which are mainly foreign, spend money in this area.

1.2.10 Capital costs

Mining operations require large investments in heavy machinery and equipment. These items are imported, since they are not manufactured in Guyana. Tables 1(a), (b) and (c) in Annex B set out the capital costs incurred between 1970 and 1994. In 1991, products valued at G\$1,408.3 million were imported solely for the mining sector. Based on the average exchange rate during this period, G\$111.8000/US\$ (see Table 2 in Annex B), we can establish that these costs represented more than US\$12 million. This is 25% of the total capital costs for this year and 10% of total imports, which are estimated at G\$34,275 million. In 1993, of a total of G\$21,456 million, capital costs in the mining sector were G\$1,464 million, representing 2.3% of total imports. This substantial difference is due to the fact that OGML acquired its equipment in 1991. These imports were therefore recorded in that year, which may result in a bias in interpreting these statistics.

Chapter 1: Sector Overview

1.2.11 Foreign participation rate

The foreign participation rate is very high, since the Guyanese government or local entrepreneurs do not have sufficient financial resources for large-scale mining operations. Foreign multinationals usually enter into a joint venture agreement with local interests, specifically because of legal constraints that limit their participation in the equity of a mining business to 95%. At the initial operating stage, the Guyanese government will normally own 5 to 10% of the foreign company's assets. Then after 10 years of production, it can purchase a 20 to 30% additional interest in the company.

1.2.12 Concentration of firms

The physical concentration of firms is the natural result of the terrain. Miners set up their operations where the greatest potential has been identified. The maps provided in Annex A indicate the location of Guyana's various mineral resources. It should be noted that the Guyana Shield has great potential that has not yet been fully exploited.

1.2.13 Hierarchical structure

The structure of mining firms is essentially horizontal. This is because a mine must, for all practical purposes, be self-sufficient. Mining sites are often located in places remote from the rest of the population. Therefore, a company must be able to count on... itself (!) to meet its employees' needs. In addition, given the isolation from the rest of the population, the personnel employed by these companies live as a "large family". As a result, hierarchical barriers are much reduced.

1.2.14 Volume of contracting and subcontracting

We are unable to express a view on the volume of contracting and subcontracting by the mining sector as a whole, since data are not available. However, we can say that it increases in direct proportion to the size of the mining firm, measured in terms of annual production.

1.2.15 Direction of exports

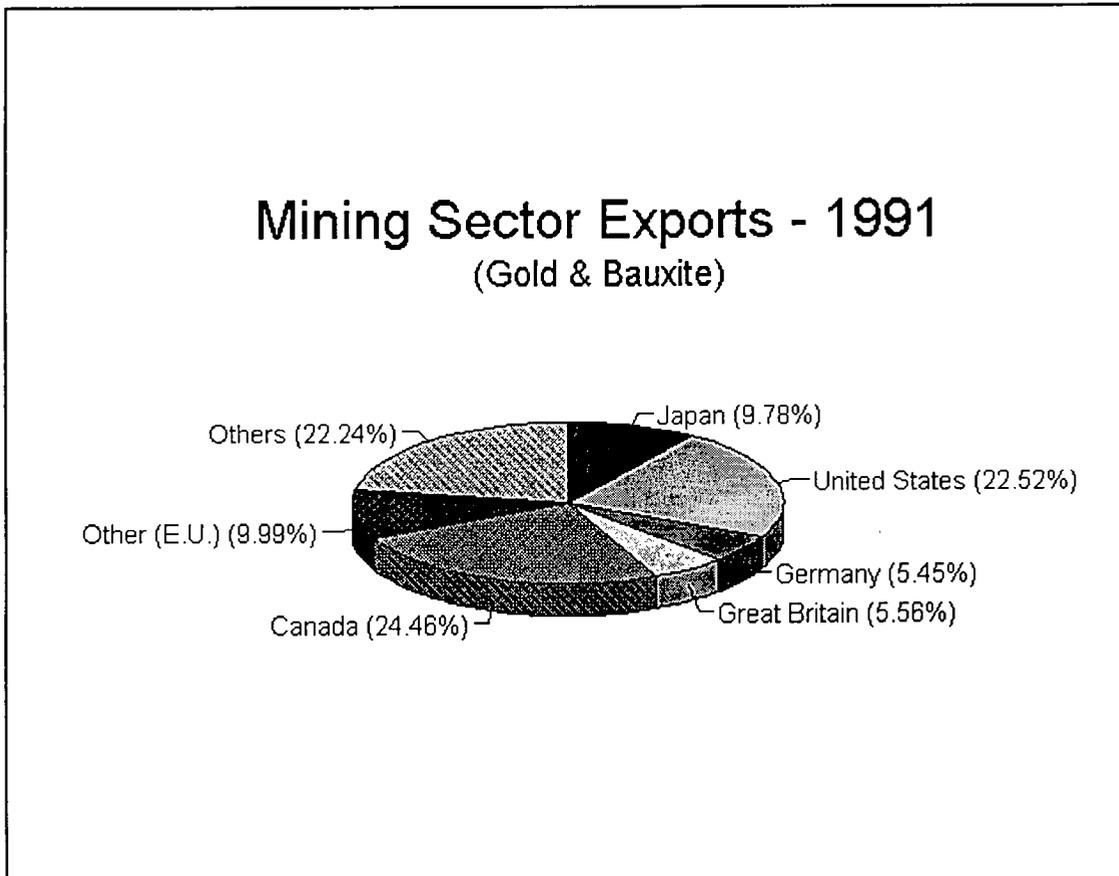
Tables 3(a), (b), (c) and (d) presented in Annex B indicate the value of exports (in G\$) for the major locally fabricated products. This information tells us that most mining sector exports go to North America (1991), which accounts for about 50% of the total volume. A high proportion also goes to the countries of the European Union (EU), but only 6% of the mining sector's total production is attributable to trade with the United Kingdom, the former colonial power in

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Guyana. Last, Japan, a country poor in natural resources, imports about 10% of Guyanese mining production.

These facts are illustrated in the chart below.

Chart 1: Mining sector (gold and bauxite) exports in 1991³



Source: *Bureau of Statistics*, 1995

³ The detailed statistical data on mining sector exports by country, presented in the above chart for 1991, are the most recent available.

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For a more detailed picture of the situation of the Guyanese mining industry, the reader should refer to Section B of this report and consider gold and bauxite separately. By totalling export volumes for these two products, we have introduced a bias in the interpretation of the statistics. According to the information set out in Tables 3 (Annex B), all local gold production is exported to Canada. The other importers of Guyanese mining products (United States, Europe, Japan and other countries) are therefore involved exclusively in trade relating to bauxite.

1.2.16 Sectoral organizations and groups

A number of organizations and groups are directly or indirectly responsible for managing the Guyanese mineral heritage. The following list will interest mining companies attracted by the geological potential of the rich Guyanese subsoil.

☛ CANADIAN HIGH COMMISSION

High and Young Streets, Kingston
Georgetown, Cooperative Republic of Guyana
Tel. : (592-2) 72081
Fax : (592-2) 58380

☛ GUYANA ENVIRONMENTAL PROTECTION AGENCY ⁴

c/o Office of the President
New Garden Street, Bourda
Georgetown, Cooperative Republic of Guyana
Tel. : (592-2) 51330
Fax : (592-2) 69969

☛ GUYANA GEOLOGY AND MINES COMMISSION (GGMC)

Upper Brickdam, Stabroek
Georgetown, Cooperative Republic of Guyana
Tel. : (592-2) 52862
Fax : (592-2) 52274

☛ GUYANA NATIONAL BUREAU OF STANDARDS

77 W Hadfield Street, Werk En Rust

⁴ This agency was established last June. So far the agency has no official office, but information can be obtained from the Office of the President.

Chapter 1: Sector Overview

Georgetown, Cooperative Republic of Guyana

Tel. : (592-2) 56226

Fax : (592-2) 57455

☞ GUYANA NATURAL RESOURCES AGENCY

41 Brickdam, Stabroek

Georgetown, Cooperative Republic of Guyana

Tel. : (592-2) 66549

Fax : (592-2) 71211

☞ GUYANA OFFICE FOR INVESTMENT (GO-INVEST)

190 Camp Street, Lacytown

Georgetown, Cooperative Republic of Guyana

Tel. : (592-2) 50658

Fax : (592-2) 50655

☞ MINISTRY OF FINANCE

Main Street, Kingston

Georgetown, Cooperative Republic of Guyana

Tel. : (592-2) 71114

Fax : (592-2) 61284

☞ MINISTRY OF FOREIGN AFFAIRS

254 South Road, Bourda

Georgetown, Cooperative Republic of Guyana

Tel. : (592-2) 56739

Fax : (592-2) 59192

☞ MINISTRY OF LABOUR, HUMAN SERVICES AND SOCIAL SECURITY

Homestretch Avenue, Durban Park

Georgetown, Cooperative Republic of Guyana

Tel. : (592-2) 60489

Fax : (592-2) 53477

☞ MINISTRY OF PUBLIC WORKS, COMMUNICATION AND REGIONAL DEVELOPMENT⁵

⁵ Unlike most countries rich in mineral resources, Guyana has no Ministry of Energy and Mines. Under the 1989 *Mining Act*, the Ministry of Public Works, Communication and Regional Development is responsible for establishing development policies for the mining sector.

Chapter 1: Sector Overview

Wight's Lane, Kingston
Georgetown, Cooperative Republic of Guyana
Tel. : (592-2) 61875
Fax : (592-2) 56954

MINISTRY OF TRADE, INDUSTRY AND TOURISM

229 South Road, Lacytown
Georgetown, Cooperative Republic of Guyana
Tel. : (592-2) 68695
Fax : (592-2) 54310

OFFICE OF THE PRESIDENT ⁶

New Garden Street, Bourda
Georgetown, Cooperative Republic of Guyana
Tel. : (592-2) 51330
Fax : (592-2) 69969

STATISTICAL BUREAU

Ave of the Republic, Stabroek
Georgetown, Cooperative Republic of Guyana
Tel. : (592-2) 60982
Fax : (592-2) 62036

A list of the groups, organizations and companies specifically associated with the gold and bauxite industries is presented in Section B of this chapter.

1.3 MAJOR SUBSECTORS AND SPECIFIC PRODUCTS

In principle, the mining sector is divided into three major categories: diamonds, bauxite and gold. Of these three components, the last two apparently offer the greatest medium- and long-term potential for Guyana. In fact, between 1993 and 1994, annual diamond production fell by 31% from 43,784 carats to 30,295 carats (Table 4, Annex B). Since this industry is officially in decline, we will concentrate on identifying opportunities for Canadian firms working in the other two parts of this industrial sector.

⁶ The President of Guyana and the Guyana Geology and Mines Commission are jointly responsible for the national geological heritage and the related legislation.

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We should point out, however, that Guyana's geological potential extends well beyond these three major resources. There are also:

Industrial minerals : Kaolin, silica sand, mica, ilmenite, columbite-tantalite, manganese, etc.

Common metals : Copper, lead, zinc, tungsten, molybdenite, nickel

Ferrous metals : Iron (magnetite and laterite)

Radioactive ore : Uranium

Semi-precious stones : Amethyst, green quartz, black pearl, agate, jasper.

1.4 USE OF PRODUCTS

Gold and bauxite are used for two different purposes related to their very nature. For example, gold is valued for "its rarity, lustrous beauty, ductility, high resistance to corrosion, and conductivity."⁷ It is used mainly to manufacture coins and jewels. But gold is also used in telephone plugs, automobile air bags, compact disks and communications satellites. In addition, some companies gild the windows of their buildings to reduce air conditioning costs.

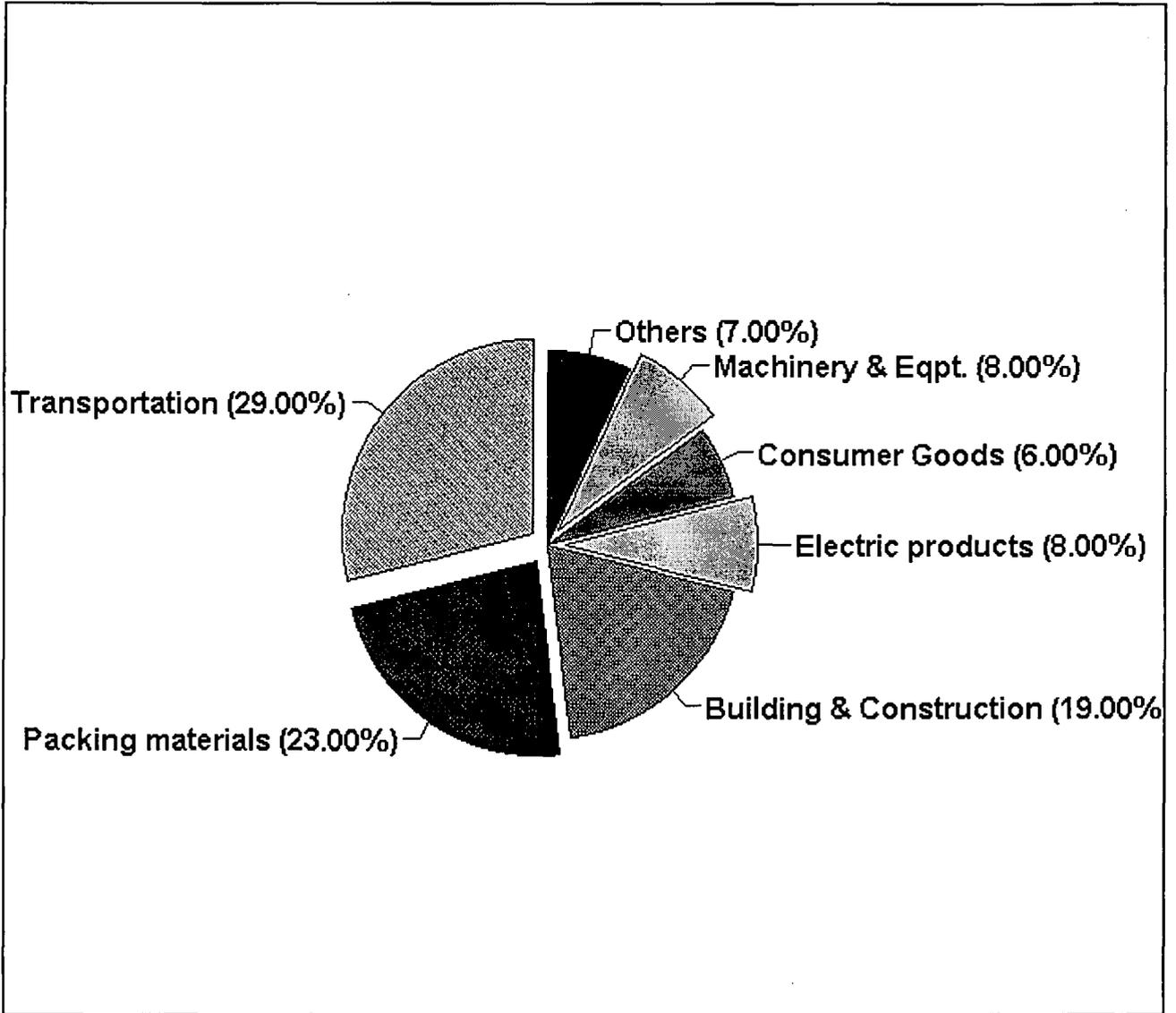
Worldwide, about 60% of gold production is apparently used for industrial purposes, principally in jewelry. In Canada, these figures would be 85%, and 6% for electronics-related uses.

Aluminum, produced from bauxite, is used in the manufacture of a wide variety of consumer products and capital goods. The major markets for aluminum in pure form or as an alloy are the transportation industry, packaging, and the construction and building sector. The following chart shows the breakdown among the major aluminum markets by relative importance.

⁷ **COUTURIER, G.**, Gold, Natural Resources Canada, Nonferrous Commodities Division, October 1995.

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Chart 2: Major aluminum markets



Source: Statistics Canada, 1995

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It should be added that North American consumption is the highest on the world scale, representing 33% of the total aluminum demand of countries in the western hemisphere.

Worldwide, it is estimated that more than 90% of bauxite production is used to make aluminum. However, this is not true of Guyana, since only a small proportion of Guyanese bauxite is used for this purpose. Because of its chemical composition, Guyanese bauxite is suitable for the manufacture of industrial metals and chemicals with a high alumina content and a relatively low iron and silica content. Guyanese bauxite-derived products are shown in the following table.

Table 2: Use of Guyanese bauxite-derived products

Derived product	Use
Aluminum sulfate	Water treatment and papermaking
Aluminum fluoride	Basis of various chemical compounds
Refractory materials	Insulation of high-temperature furnaces
Abrasives	Metal grinding and polishing
Activated bauxite	Chemical catalyst
Cement with a high alumina content	Cement with special chemical characteristics

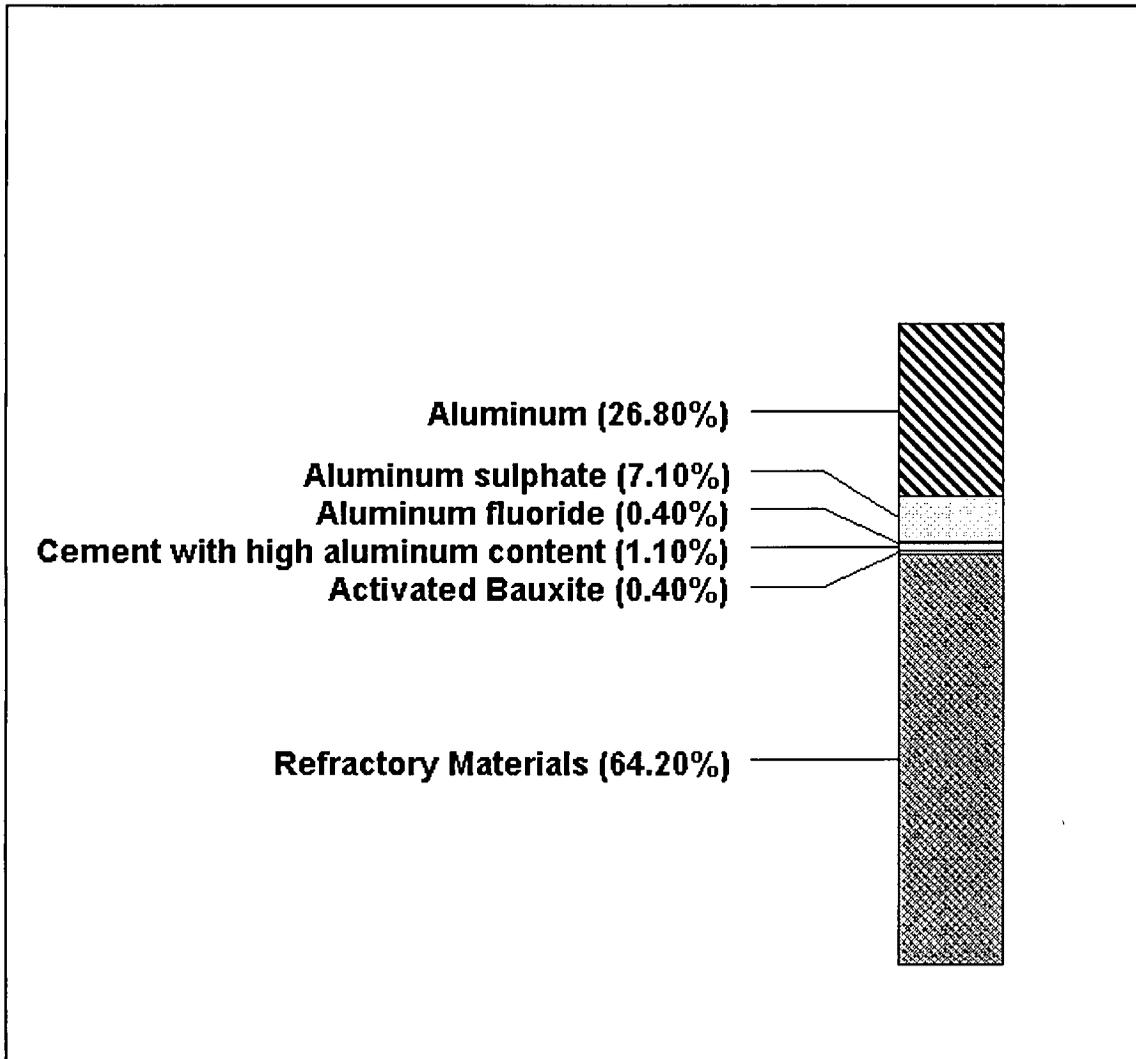
Source: *The Guyana Bauxite Industry Years of Achievement, BIDCO, 1991*

Guyanese bauxite (calcined and chemical) is used for all the above-mentioned applications in 80% of cases.

The chart below sets out the uses of Guyanese bauxite based on final use in the industrial sector.

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Chart 3: Use of Guyanese bauxite



Source: Based on information presented in *The Guyana Bauxite Industry Years of Achievement, BIDCO, 1991*

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1.5 THE SECTOR'S IMPORTANCE IN THE TOTAL ECONOMY

Tables 5(a) and (b) in Annex B present a list of Guyana's major exports between 1974 and 1995. The statistical data enable us to appreciate the importance of the mining sector in the total economy. We can see that the combined value of exports of bauxite and gold - Guyana's two major mineral resources - are a very important component of total exports. Statistics concerning the total volume of exports in the mining sector and the sector's contribution to the total economy are presented in the following table.

Table 3: Mining sector exports as a percentage of total exports ⁸

	TOTAL (US\$ M)	MINING SECTOR (US\$ million)			CONTRIBUTION (%)		
		Bauxite	Gold	Total	Bauxite	Gold	Total
1974	232.2	77.7	--	77.7	33.5	--	33.5
1975	329.6	106.6	--	106.6	32.3	--	32.3
1976	272.8	113.3	--	113.3	41.5	--	41.5
1977	255.7	129.8	--	129.8	50.8	--	50.8
1978	290.1	130.2	--	130.2	44.9	--	44.9
1979	288.8	128.2	--	128.2	44.4	--	44.4
1980	382.9	188.0	--	188.0	50.0	--	50.0
1981	340.7	152.6	--	152.6	44.8	--	44.8
1982	232.4	94.3	--	94.3	40.6	--	40.6
1983	187.8	73.0	--	73.0	38.9	--	38.9
1984	213.5	92.3	4.4	96.7	43.2	2.1	45.3
1985	205.5	98.0	4.0	102	47.7	1.9	49.6
1986	221.7	81.7	14.5	96.2	36.9	6.5	43.4

⁸ This table is based on the data presented in Tables 5(a) and 5(b) of Annex B. Totalling gold and bauxite exports gave us the "total" exports of the mining sector. Then, by dividing this number by total exports, we could determine the sector's contribution to the total volume of exports.

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	TOTAL (US\$ M)	MINING SECTOR (US\$ million)			CONTRIBUTION (%)		
		Bauxite	Gold	Total	Bauxite	Gold	Total
1987	266.4	86.3	17.0	103.3	32.4	6.4	38.8
1988	229.6	82.1	18.4	100.5	35.8	8.0	43.8
1989	224.4	75.9	6.8	82.7	33.9	3.0	36.9
1990	250.1	80.4	17.7	98.1	32.1	7.1	39.2
1991	254.4	82.3	21.4	103.7	32.4	8.4	40.8
1992	363.5	97.1	24.6	121.7	26.7	6.8	33.5
1993	404.0	91.1	99.8	190.9	22.6	24.7	47.3
1994	447.4	79.8	128.0	207.8	17.8	28.6	46.4
1995	478.9	82.9	94.7	177.6	17.3	19.8	37.1

Source: *Bureau of Statistics and other government agencies, 1995*

Chart 1 in Annex C sets out the evolution of this industrial sector between 1974 and 1995 compared with all exports.

1.5.1 Brief history

Geological prospecting in Guyana began in 1868, when C.B. Brown and J.G. Sawkins, commissioned by the British government, surveyed the whole country to identify geological deposits. Sawkins retired two years later, but his colleague continued the work, concentrating mainly on resources in the interior in the depths of the tropical jungle. On completion of this work, Brown wrote a report which was to open the door to mineral prospecting and the discovery of gold and diamonds.

The mining sector has therefore existed in Guyana for a very long time and the country was known as "El Dorado" because of its rich subsoil. Europeans, driven by the potential for quick riches through the gold trade, soon made known Guyana's geological wealth. These gold prospectors and fortune hunters settled in the country and colonized it. However, their mining operations remained undeveloped and relatively small. They were known as "pork-knockers" or "garimpeiros". The most prosperous operations during this time were those of the Germans, who operated the German Syndicate Mines between 1896 and 1907, during which time they

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mined 38,780 ounces of gold in Guyana. However, their operations eventually proved too expensive. The manual gold mining process they used involved long and difficult work for a low return. Their productivity was therefore too low and they ceased to operate their mine. Only many years later, in 1985, did modern mining activity begin in Guyana.

Bauxite mining operations began in 1917 after the work of Harrison on laterites led to the identification of bauxite deposits. Bauxite quickly became a major contributor to the Guyanese economy because of its many uses. During the 1970s, the country became the world leader in production of this ore. At that time Guyana had about 75% of the world market share and a highly enviable reputation for the quality of its product. However, in the 1980s, Guyanese bauxite production declined substantially until it represented no more than 45% of the world volume. This considerable reduction was due to many factors, including nationalization of the mining sector, excessive regulation, stagnant economic planning, undue government interference in business management and xenophobic trade policies. In addition, the country was isolated from the rest of the world and was unable to invest to diversify and modernize its production or to develop an added value manufacturing process. In short, Guyana now apparently produces between 20 and 25% of the world supply of bauxite.

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1.5.2 Product life cycle

According to marketing theories, the life cycle of a product falls into five major phases: launch, growth, refinement, maturity and decline.

In our opinion, bauxite has reached the mature stage, while gold is still at the refinement stage. It is very difficult to accurately determine the life cycle position of these products, since the mining industry is itself cyclical. However, the evolution of gold prices on international markets seems to indicate that the commodity still has a strong market potential. According to Chart 2 (Annex C), the price of gold rose by about 40% between 1991 and 1995, representing an average annual increase of 8%. Since market prices are determined by supply and demand, we can conclude from this observation that the gold market is continuing to grow.

In the case of bauxite, we believe that this ore has reached its mature stage. Bauxite and aluminum prices have been falling since 1988 on world markets and the demand for these commodities is static.

1.5.3 Classification of mining sector products

GOLD

Gold falls into the luxury product class. This explains why most of the world production - if not all, as in the case of Guyana, for example - is exported to the developed countries. First-world countries have the resources to buy this commodity although they do not always have the geological wealth of the producing countries.⁹ However, it is expected that in future years the gold producing countries will consume more of these luxury products on which they depend, which are mined from their soil but traditionally exported to wealthier consumers.

⁹ We should note that the costs associated with operating mining sites may discourage this type of investment. We should also point out that first-world savings are associated mainly with services rather than production industries.

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BAUXITE

Bauxite is the ore from which aluminum is made. Aluminum has many uses, for example in the manufacture of parts for automobiles, aircraft and bicycles, in house building and for common domestic use. It is therefore a widely used product. However, in view of technological innovations and continual improvements in manufacturing processes, aluminum could also be described as a fashionable product. Use of this metal is continually growing and, more than ever before, it is found in a wide variety of products. Aluminum has more than 23,000 uses in the United States, Western Europe and Japan.¹⁰ Since Guyana has no smelting plants, it confines itself to bauxite mining and does not produce aluminum. The entire production is therefore exported to foreign countries, where aluminum and other alloys and metals are obtained from processing and additional chemical treatment. These products are then re-exported to Guyana in various forms.

2. SIZE OF THE ENTIRE MARKET

2.1 EXTENT OF THE SECTOR

To assess the extent of the mining sector and its importance to the Guyanese economy, we will compare the export revenues of this industry with total revenues. The table below will enable us to gain a better evaluation of the extent of the mining industry and the money it injects into the local economy.

¹⁰ PANG, E.-S., Guyana Mineral Development Strategy: Mineral Policy Assessment and Recommendations, Colorado School of Mines, Golden, Colorado, November 1994, p. 29.

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Table 4: Export revenues (US\$ million and %)

		1988	1989	1990	1991	1992	1993	1994	1995
Gold	value	18.4	6.8	17.7	21.4	24.6	99.8	128.0	94.7
	%	8.0	3.0	7.1	8.4	6.8	24.7	28.6	19.8
Bauxite	value	82.1	75.9	80.4	82.3	97.1	91.1	79.8	82.9
	%	35.8	33.8	32.1	32.4	26.7	22.5	17.8	17.3
Sugar	value	71.2	86.4	79.9	89.8	134.1	116.3	116.4	125.5
	%	31.0	38.5	31.9	35.3	36.9	28.8	26.0	26.2
Rice	value	13.9	11.7	13.7	18.0	35.0	33	55.6	76.5
	%	6.0	5.2	5.5	7.1	9.6	8.2	12.4	16.0
Shrimp	value	23.1	22.9	23.5	18.6	13.0	11.4	13.1	2.7
	%	10.1	10.2	9.4	7.3	3.6	2.8	2.9	0.6
Lumber	value	2.8	2.9	4.5	4.0	3.7	4.5	7.9	8.3
	%	1.2	1.3	1.8	1.6	1.0	1.1	1.8	1.7
Molasses	value	0.2	0.1	--	--	--	1.4	0.6	0.4
	%	0.1	0.0	--	--	--	0.4	0.1	0.1
Rum	value	8.3	7.0	10.6	2.6	7.0	9.3	11.5	3.9
	%	3.6	3.1	4.2	1.0	1.9	2.3	2.6	0.8
Other	value	9.6	10.7	19.8	17.7	48.9	37.2	34.5	84.0
	%	4.3	4.9	8.0	6.9	13.5	9.2	7.8	17.5
Total	value	229.6	224.4	250.1	254.4	363.4	404	447.4	478.9
	%	100	100	100	100	100	100	100	100

Sources: *Bank of Guyana, Bureau of Statistics, Guyana Geology and Mines Commission and other government agencies*

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The two major resources of the mining sector are gold and bauxite. The table above indicates that these two products have been among the three largest sources of revenue for the Guyanese economy since at least 1988.

2.2 COMPARATIVE ANALYSIS OF THE CANADIAN MARKET

Canada is divided into five geological regions: the Precambrian Shield, the Prairies, the Cordillera, the Appalachians and the Arctic. These regions are themselves divided into geological provinces depending on the types of rocks and ores they contain.

The Precambrian Shield

This region covers more than half of the total area of Canada and is the major source of various metals. Thus, in the Shield area, a mineral stratum known as the greenstone belt is regarded as one of the richest regions on the globe as regards its potential mineral resources.

Prairie Region

The Prairies are the location of relatively young rock formations and most of the metals found there are the result of sedimentation and evaporation processes. The region is therefore an unlikely source of gold. On the other hand, the Prairies offer great potential for coal, potassium, gypsum, salts and clays. They also contain huge reserves of natural gas and petroleum.

Cordillera Region

The rock structure of British Columbia and the Yukon provides characteristics favourable to metallic and non-metallic mineral deposits. The Cordillera also has the richest gold-bearing deposits in Canada. One example is the Eskay Creek mine in northwestern British Columbia, whose deposits are so concentrated (34 grams of gold per tonne of rock) that they are sent directly to a smelting plant for processing to extract the gold.

Appalachian Region

The Appalachian Region is especially rich in lead and zinc, but it also has extensive mineral deposits of all sorts. In the late 19th century, Nova Scotia was the most important gold producing province in Canada. Today, only a single gold mine remains in the Appalachian Region: Hope Brook on the south-west coast of Newfoundland. However, other large mining companies have developed, specifically in the gypsum, coal, potassium and asbestos sectors.

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The Arctic

The Arctic Region, also known as the Inuitian Region, covers an area of 1.3 million square kilometres. In recent years, interest in this geological region has grown substantially and many studies have been conducted with a view to identifying its mineral wealth.

Apart from Prince Edward Island therefore, every Canadian province is a producer of mineral resources. It should be noted that the most important are Ontario, Quebec, British Columbia and Saskatchewan.

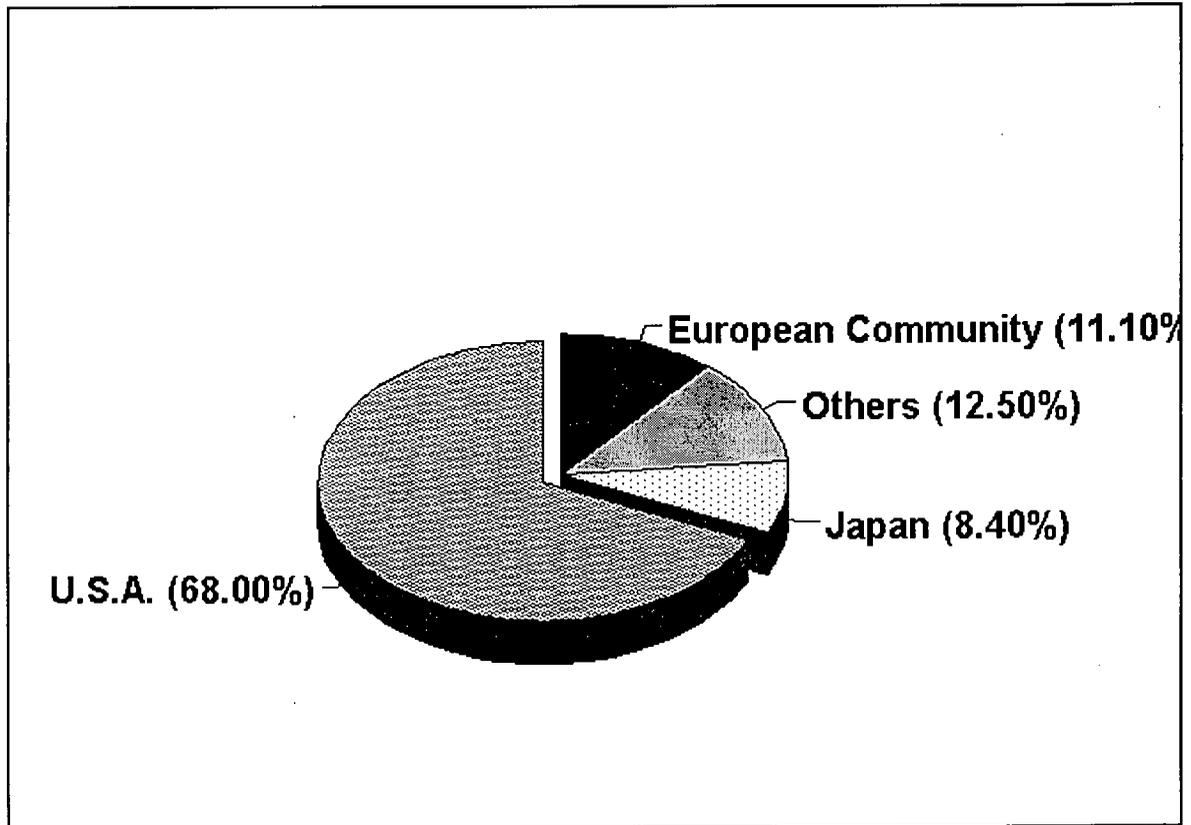
2.2.1 Annual sales

After the forest industry, the mining sector is the largest source of export revenues for Canada. In 1994, this industry generated a trade surplus of \$CAN11.7 billion, representing 14.6% of all Canadian metal and mineral product exports. The great majority of these exports are destined to the United States, which represents 68% of the total export volume. Next come revenues attributable to trade with the countries of the European Union (11.1%), followed by Japan (8.4%).

It should be noted that 80% of Canadian mineral production is exported.

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Chart 4: Canadian exports of metal and mineral products (1994)



Source: *Statistics Canada*, 1995

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2.2.2 Contribution to the economy

There are more than 200 operating mines across Canada. In 1994, the mining sector represented approximately 4% of the gross national product, or \$CAN14.5 billion. It has many direct and indirect spinoffs. For example, the mining industry is said to employ some 80,000 people and to be indirectly responsible for 300,000 additional jobs in the procurement and services sectors.

It should also be pointed out that, unlike its Guyanese counterpart, the Canadian mining sector is basically a national industry, since it is 70% controlled by local interests.

2.2.3 Growth rate

Canada's performance by comparison with other mineral producing countries can vary from one year to the next, depending on the price of these commodities, which are subject to world supply and demand fluctuations. Canada's ranking will therefore vary on the basis of its annual mineral production. In 1993, Canada was the world leader in zinc, uranium and potassium production. The same year, it ranked second in the production of nickel, asbestos, cadmium, selenium and indium. The country ranked third in aluminum and magnesium production and fourth for gold, copper and gypsum and, finally, fifth for silver production. In 1994, Canada's total gold production was estimated at \$2.5 billion or 145.5 tonnes, making it the fourth largest world producer.

In general, if we wish to express a view regarding the growth of this sector in Canada, we could refer to the 1994 statistics, according to which the ratio of prospecting projects by small mining companies compared to those undertaken by large operating mines was 8:1. In other words, for each large operating mine in Canada, there were eight other prospecting companies looking for new sites. It should be borne in mind, however, that mineral resources are not renewable. Furthermore, research has shown that reserves are declining. A number of Canadian mines will close during the next few years and will not be replaced by mines of comparable size, because of a failure to identify mining areas of sufficient extent or a sufficient number of ore deposits. In 1992 and 1993, for example, 44 Canadian mines ceased operations permanently or temporarily, while only 24 mines opened during the same years. These closures resulted in the loss of 6,450 jobs, and it is anticipated that many other Canadian mines will close by the year 2000. Additional factors are Canadian regulation and government incentives, which have been in decline in recent years. With the growth of international competition, the Canadian regulatory framework must remain competitive in order to attract investment to the mining sector.

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2.2.4 Product similarities and differences

The major difference between Canadian gold and Guyanese gold relates to their degrees of purity. Canadian gold is 99% pure, while Guyanese gold is exported with a maximum purity level of 95%. These bars are then exported to Canadian refineries, where they are refined to almost pure metal.

However, the basic difference between the Canadian and Guyanese mining sectors relates to the potential for Canadian firms to generate added value products, unlike their Guyanese counterparts. As a result of this competitive advantage, Canadian firms can achieve higher profit margins on the sales of these commodities and also enhance the perceived and actual qualities of mining products. In addition, although the mining industry is of vital importance to the Guyanese economy, it remains relatively insignificant on the world scale. As a result, Guyana is incapable of achieving economies of scale or scope, unlike Chile or Canada, for example. Expertise, technological innovation, research and development are therefore limited by the relatively small size of this sector.

3. TRENDS

3.1 SECTOR GROWTH

The mining industry is expanding to a quite remarkable degree within the Guyanese economy. The production of this sector increased in terms of value (G\$) by 32% between 1988 and 1995. However, as indicated by the data in the following table, the growth of the sector has not been consistent. The performance of the mining industry has been subject to market conditions and other imponderables, such as the closure of the OGML company in August 1995. This also explains the 11% fall in mineral production between 1994 and 1995. During the same period, bauxite production increased by 67%, while a drop of 74% was recorded for other mineral products, including principally gold.

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Table 5: Gross National Product (G\$ million)

(1988 constant dollars)

	1988	1989	1990	1991	1992	1993	1994	1995
Agriculture, Forestry and Fishing	936	909	784	881	1,09	1,16	1,30	1,41
- Sugar cane	58	64	42	67	576	575	598	595
- Rice (raw)	186	186	195	195	75	93	103	140
- Other crops	94	94	66	55	193	203	215	233
- Cattle industry	121	102	102	113	54	60	69	84
- Fishing	80	72	71	72	109	112	120	132
- Forestry					88	117	195	228
Mining	360	266	314	381	337	502	535	474
- Bauxite	300	210	262	317	209	--	237	395
- Gold, diamonds and other products	60	56	52	64	128	--	298	79
Manufacturing industry	460	426	370	409	488	505	533	583
- Sugar	126	124	98	120	183	182	190	188
- Rice (processed)	23	25	17	27	30	36	41	54
- Other products	311	277	255	262	275	286	302	341
Construction	246	241	246	251	256	265	318	349
Services	1,59	1,58	1,60	1,59	1,61	1,67	1,76	1,85
- Distribution	8	0	5	7	6	2	5	8
- Transportation and communications	290	278	287	301	316	338	358	376
- Housing and rental	299	284	290	290	299	317	344	375
- Financial services	65	65	66	66	66	66	72	77
- Government services	185	194	200	200	204	214	231	249
- Other services	634	634	634	609	597	597	609	621
	125	125	128	131	134	139	151	160
Total	3,60	3,42	3,31	3,51	3,79	4,10	4,45	4,67
	0	2	9	9	2	4	2	7

Source: Bureau of Statistics and Bank of Guyana, 1995

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Last, it should be added that the mining industry's contribution to the gross national product remained relatively stable between 1988 and 1995 at 10%. In 1993, a record year for national gold production, 12.2% of the gross national product was associated with mining. Had it not been for the temporary closure of OGML, the mining sector's contribution to the Guyanese economy as a whole would have been even larger. It is projected that in future years this sector will have a greater impact on the economy as a whole, due largely to anticipated growth in gold mining activities.

3.2 TECHNOLOGICAL CHANGES

Mining firms are now high technology companies. We have come a long way from the time of the "pork-knockers", during which gold prospecting and mining were essentially manual in nature. Today, mineral prospecting is extremely difficult and much more complex than in the past. Large amounts are sometimes invested with no guaranteed results.

As a result of technological innovations, modern prospecting techniques have developed greatly. They now employ satellites and computer programs known as Geographic Information Systems (GIS), which can help identify potentially valuable areas on the basis of geological data and deduction. With these tools, it is possible to identify any sudden change in the type of rock, an abnormally magnetized area when compared with the surrounding regions, or a sudden change in soil chemical composition. These anomalies can conceal mineral deposits, since at these locations mineral concentrations are greater than the average for the earth's crust as a whole.

In addition, with the new information technology, prospectors can now determine accurately the latitude and longitude of the mineral strata identified, simply by pushing a button. Using a portable global positioning system (GPS), the prospector can estimate with greater certainty and accuracy the potential yield of a site. With the information thus collected, a feasibility study can be conducted to estimate the probable yield by comparison with the operating, mining and marketing costs associated with a mining enterprise.

Geophysical technology has developed greatly in recent years, and this is due mainly to the explosion in scientific activity following the end of the Second World War. Magnetic data storage, optical fibre and portable computers are all tools facilitating mining prospecting, since a large volume of data can now be processed on the site itself. Geophysical research makes it possible to measure five major properties: magnetic and electrical fields, gravity fields, radiation and rock density. This science, which is one of the three components of prospecting (geological, geophysical and geochemical deduction) uses highly sophisticated and accurate tools to discover ore deposits.

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As regards milling operations, the process is now controlled by computers and programmable automatons (PLC or Programmable Logic Controllers). There are also certain expert systems which attempt to imitate the reasoning of processing plant operators.

3.3 CONTRACTING AND SUBCONTRACTING

We are not in a position to determine changes in contracting and subcontracting trends for the mining sector in particular, because of a lack of available data. However, we can say that in general, the companies have long sought to employ professionals with an increasing degree of specialization. As a result, some employees found themselves at a disadvantage when the processes they had implemented for many years were suddenly changed. In a context of personnel cutbacks or with the advent of new technologies, this has resulted in many problems. Employees highly effective in their initial functions could not perform well when assigned to other duties, and so forth. Today, the trends seem contradictory, since the companies are looking for employees who are both specialists and generalists. In our opinion, therefore, in the case of highly specialized or support services, subcontracting will tend to increase. In support of this statement, we can refer to the new concept of the "virtual corporation". Under this arrangement, a firm will concentrate solely on the essential part of its business mission. All associated and support activities will be subcontracted, thus increasing the flexibility of the parent company as regards production volume. Furthermore, through this process of disengagement, the virtual company avoids the inherent responsibilities of an employer during periods of personnel cutbacks. With the increasing popularity of this type of organization, it would seem that contracting and subcontracting levels will tend to increase in future years for firms in the mining sector.

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3.4 CAPITAL-LABOUR RATIO

According to CAMESE (Canadian Association of Mining Equipment and Services Exporters), about 50% of the assets of a mining company are related to services, while the other half represents machinery and equipment.

Furthermore, the percentage of employees associated with production is in decline, in view of the massive investment in high-technology equipment and continuous innovation. The mining industry is now undoubtedly a high-technology industry. As a result, the capital-labour ratio is tending to increase as science and research and development activities progress. It should be borne in mind that the mining sector is a capital-intensive industry and a knowledge-based industry.

3.5 COST STRUCTURE AND COMPETITIVENESS

According to a report published in 1994 by the Colorado School of Mines,¹¹ Guyana has all the required potential to rank among the 10 most important mineral production countries by the year 2000. Factors favouring explosive development of this industrial sector include great geological wealth, an experienced workforce and a long mining tradition. However, these factors alone are insufficient to attract foreign investment. The fact is that 40 mineral producing countries are pursuing the same goal, and implementation of new investment incentives by the Guyanese government would not in themselves be enough to release the country's potential. The chronic absence of roads and infrastructures could permanently compromise Guyana's future as it relates to development of its mining industries. At one time, Guyana was in a highly enviable position on world markets because of its bauxite production. Today, those prosperous times seem to have ended. The main players are now Australia, Brazil, Papua-New Guinea and Jamaica; these four countries have more than two thirds of the world's identified bauxite deposits.

¹¹ PANG, E.-S., Guyana Mineral Development Strategy: Mineral Policy Assessment and Recommendations, Colorado School of Mines, Golden, Colorado, November 1994.

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The following table presents the list of major bauxite producers between 1981 and 1991.

Table 6: World bauxite production between 1981 and 1991 (000 tonnes)

	1981	1984	1988	1989	1991
Australia	25,441	31,537	36,370	38,583	40,503
Papua-New Guinea	12,822	14,738	17,859	17,547	17,054
Jamaica	11,606	8,735	7,409	9,395	11,509
Brazil	4,463	6,433	7,726	7,834	10,414
USSR	6,400	6,200	5,900	5,750	4,800
India	1,955	2,078	4,013	4,335	4,835
China	1,800	2,500	3,500	3,800	3,000
Suriname	4,125	3,375	3,434	3,457	3,136
Yugoslavia	3,249	3,347	3,034	3,252	2,542
Hungary	2,914	2,994	2,906	2,643	2,037
Greece	3,218	2,296	2,533	2,602	2,134
Guyana	2,396	2,485	1,774	1,340	2,204
Sierra Leone	616	1,041	1,403	1,548	1,288
France	1,828	1,530	978	720	183
Other	5,567	3,108	3,225	4,138	5,164
Total	88,400	92,397	102,064	106,944	110,803

Source: *Metalstatistik, Mineral Commodity Summaries*

One of Guyana's major problems relating to its bauxite industry is high production and shipping costs. Guyanese bauxite is shipped by boat from exit points on the Demerara and Berbice rivers

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where the draft is 30 and 18 feet respectively, thus limiting maximum vessel capacity to 22,000 tonnes. By contrast, the capacity of Jamaican and Australian ports is from 40,000 to 50,000 tonnes, or twice the capacity of Guyanese ports. Since the cargo load is reduced by 50%, European and North American buyers favour bauxite from competing countries, despite inferior quality. Production costs associated with Guyanese bauxite are also higher than those of the Australian and Jamaican competitors, since the deposits are much deeper. The ore is about 100 feet below the surface at Berbice and about 250 feet at Linden. By contrast, Jamaican and Australian bauxite deposits are less than 10 feet deep. The costs of removing waste rock are therefore much higher.

In recent years, China has also been making itself felt as a major competitor. Chinese bauxite is of much lower quality than Guyanese bauxite, but this is counterbalanced by its highly competitive prices.

As a result of more intense competition and high production costs, Guyana's position on the world market has worsened, but the decline of the bauxite industry has also appeared in a decline in the perceived quality of the product. There has also been a decline in bauxite prices on world markets.

Following the end of the cold war, new producing countries penetrated this market and they are now making themselves felt as serious competitors. In 1991, the aluminum manufacturing capacity of the former USSR was more than 2,000,000 tonnes per year, or one ninth of world production, which was then estimated at 18 million tonnes. Russia is actively seeking to attract foreign investment and the relatively low costs of its mining industry are certainly a competitive advantage from the western point of view. It is also expected that Hungary and some African countries will also become major international competitors. Accordingly, with the entry of these new competitors, bauxite and aluminum prices will continue to fall while production will increase. At the same time, the Guyanese bauxite industry will continue to decline, since the production volume will fall, but without any effect on the associated costs. Consequently, Guyana's share of the world market will drop to between 2 and 3% (Eul-Soo Pang, 1994).

Another important factor for the measurement of a country's competitiveness is its political stability. According to a political risk classification proposed by Eul-Soo Pang, Guyana was in Group C in August 1994 and ranked 22nd in terms of political stability. In other words, this country represents an average risk as regards safety and return on the capital of foreign investors (Table 6, Annex B). Given the highly competitive world context, the competitive advantage of a mineral producing country will be determined by production costs, tax incentives to investment and clear signs of political stability. Guyana must therefore adapt its government policies to the new market realities in order to increase its competitiveness.

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3.6 COMPANY SIZE

Company size is of vital importance in the sector, given that mining equipment and processes vary considerably depending on the scale of operations. Thus, the production of some companies is so small that it is difficult to measure its impact on total production. The size of mining companies in Guyana is likely to grow in future years. Small miners will no longer have a place in the sector, in view of the high performance and productivity of larger organizations.

3.7 INFLUENCE OF MULTINATIONALS

Multinational companies are having some impact on the sector as a whole, both as regards economic spinoff effects and as regards social impacts. An example is the case of OGML, which has become a yardstick for gold mining. In his 1996 budget speech, the Minister of Finance said that sustainable economic development in Guyana should be through the establishment of new "OMAs" in the mining sector. This is certainly an indication of the influence of this firm in Guyanese society.

Another example is the accidental spill of cyanide by OGML into the Essequibo river. This occurrence in August 1995 led to such a debate that strict environmental standards and measures will be applied in future. Until this incident, there was no environmental legislation, in other words there was no legal authority that could hold OGML responsible for paying reparations and compensation for the harm caused to riverside populations, neighbouring communities, wildlife and plant life. Despite the absence of any legal obligation, OGML acted responsibly and compensated the populations in the affected area. OGML has also invested large amounts to educate the public and familiarize it with these chemicals. However, this accident made the Guyanese government realize the need to establish a legal framework to avoid ecological disasters and compel the companies to act responsibly when they endanger the environment.

In addition to their social mission, the multinationals are also major economic players. Without exception, they generate substantial economic spinoffs. To fully appreciate this fact, it must be borne in mind that Guyana is a "developing" country. It has, of course, a wealth of natural resources. However, the investments required to exploit them are so large that the costs are beyond the capacity of local companies. This is especially true of the mining sector where the capital costs required may be enough to discourage any local investment, since the financial resources are not available. When a foreign company sets up in Guyana, it contributes foreign capital, expertise and employment: these are all positive spinoffs for Guyana and benefits for the multinational companies, which take their generous share of profit.

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Last, the multinational companies also play the part of marketers of mining sector equipment. According to the Guyana Geology and Mines Commission, machinery purchases are based on the experience of competitors and their satisfaction level. Although this is not the only factor influencing the decision-making process, an entrepreneur will be strongly inclined to purchase a Caterpillar power crane if he has already seen it operating on a competitor's site. Since the multinationals' operations depend on foreign machinery, they contribute to the marketing of these equipment brands.

3.8 ADAPTABILITY TO SPECIFIC NEEDS¹²

Adaptability to the specific needs of the mining companies is a key factor in awarding a contract to a specific supplier of products, equipment or services. For example, not one of the 200 Canadian mines share common characteristics. They are all different in size, in the number of personnel they employ and in their technologies. Many variables can influence the choice of a mining method. The size, shape and depth of the ore deposit are all factors that must be taken into account in setting up a mining operation. In Guyana, there are two main types of operation, the first alluvial or concentrated on the shores of water sources, and the other consisting of hard rock mining. The latter category includes only two companies: OGML and Pereira Mining Company, a local firm. Each of these two types of operation uses different tools. Small and medium-size alluvial mining companies use mainly pumps and hoses, which are the essential types of equipment required to conduct their operations.

In matching the needs of a mining company and the services available, we must bear in mind that use of a certain mining method may rule out a mineral-bearing region because of operating costs that are too high when compared with the possible profits. It should be noted, however, that it has sometimes been possible to convert initially valueless mineral bodies into profitable mines through technical developments resulting in mining methods that are much cheaper and better adapted to the specific nature of the mineral deposits.

Another factor that must be considered and which relates to adaptability to the needs of mining companies is establishing whether the mine is open-face or underground. In the first case, there

¹² General note:

The steering wheel on most automobiles in Guyana is on the right, since automobiles drive on the left as in the United Kingdom. We would therefore have assumed that the steering wheels of trucks on mining sites would also have been on the right in order to facilitate driving. However, this adaptation has not been made. On the other hand, the all-terrain vehicles on these sites have specifications designed for the climatic conditions and terrain of the South American countries.

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are really no constraints regarding the size of trucks and their maximum load capacity. On the other hand, in the case of an underground mine, it is necessary to consider the size of the mine entrance (or wellhead) and the stability of the rock structure. Mining the deposit and shipping it to a processing location may then become a hazardous business. This is why planning is important. For example, in an open-face mine, the buckets of load-haul-dump vehicles can have a capacity of 40 or 60 m³, compared with 0.5 to 8 m³ in the case of underground mines. Similarly, the high speed electric trucks used to haul rock can carry up to 150 tonnes of rock in open-face mining. In an underground mine, the wellhead will limit the capacity of these electric trucks. It should be pointed out, however, that there is little underground mining in Guyana. There are surface, alluvial (or placer deposits) and open-face mines. The latter form of mining is the cheapest.

Computer software used in mining is adapted to the specific operations of each mining company. The software must reflect the specific nature of the deposits, their shape and concentration, the physical constraints of the mine and the purity desired.

Last, it should be added that services are also specific to each mining company. A feasibility study attempts to identify probable and anticipated yields of a specific site. This study makes it possible to place a financial value on an ore body and to estimate the costs associated with removing the ore from its parent rock. Thus, adaptability to specific needs is a crucial factor in the decision-making process.

3.9 IMPACT OF ENVIRONMENTAL AND HEALTH STANDARDS

We are all familiar with the famous saying "An ounce of prevention is worth a pound of cure", and Guyana is no exception to this. In practice however, preventive measures are seldom implemented. The environmental issue is a flagrant example of this. A national environmental protection agency was not established until June 5, 1996 following passage of a bill in Parliament a month before. This parliamentary motion was the direct result of the events of August 1995, when OGML was found liable for an accidental spill of toxins into the Essequibo river. Although the members of the agency's executive committee have not yet been appointed, according to an article in the *Guyana Chronicle*, the national newspaper (see Annex H), the board of directors should be established soon.

The agency, whose official launch coincided with World Environment Day, has two objectives. First, it seeks to educate the public by promoting sound environmental practices and, second, it will penalize offenders. The government, aware of the harm caused to Guyanese wildlife and plant life through irresponsible exploitation of mineral and forest resources, has indicated its intention to increase environmental requirements in order to ensure sustainable national

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economic development. New investments will be especially subject to enforcement of these recent amendments. The business community must therefore deal with this new reality.

3.10 PUBLIC POLICIES

In 1994, a minimum 2% corporation income tax was introduced by the government in office. However, to encourage investment, this tax is to be abolished as of January 1, 1997, for non-commercial organizations.

In addition, to fulfil its 1995 election promises, the government has adopted a series of private sector incentives. Thus, in 1995, the consumption tax was abolished on equipment, materials and key machinery in the production and construction sectors. In addition, according to the private sector commission, more than US\$131 million was invested by Guyanese companies in 1995 and it is anticipated that an additional US\$110 million will be injected into the Guyanese economy during the year.

3.11 MARKET STRUCTURE

The market structure will undoubtedly change in order to release all Guyana's economic potential. Government incentives will definitely contribute to increasing mining sector investment. It is also anticipated that small companies will develop their operations further in order to benefit from the economies of scale and scope enjoyed by medium-sized and large mining companies. In addition, the reputation and success of the multinational companies in bauxite and ore mining, and especially OGML in the latter case, will help to encourage the development of large scale operations.

SECTION B: DEFINITION OF THE SUBSECTORS

In this section of the report, we will analyse the subsectors associated with the mining industry. We will begin by describing the current situation of gold and bauxite mining activities and will then turn to the future prospects of these industrial subsectors.

1. DESCRIPTION OF THE SUBSECTORS

To facilitate mining prospecting in Guyana, cartographers and geophysicists surveyed the entire country and produced maps identifying mineral-bearing regions. Because of its geological differences, Guyana is divided into two main regions: the North and the South. Most of the infrastructures and population are located in the North of the country, which also offers the greatest known mining potential, as opposed to Southern Guyana, which is relatively underdeveloped and underpopulated.

1.1 Specific characteristics of the subsectors

GOLD

Guyanese gold mining and sales are managed by the Guyana Gold Board or GGB, the organization through which all trading (sales and purchases) in this ore must be done. However, under the 1981 Act some exceptions are possible and GGB may authorize individuals or companies to import or export gold in compliance with contract clauses. Thus, foreign companies are authorized to operate in Guyana and undertake commercial activities with foreign partners, provided they comply with local tax policies and pay their government royalties. These royalties take the form of sales of a percentage of production. Any surplus, i.e. the bulk of production, is then sold or exported as the foreign producer wishes.

BAUXITE

Unlike gold, the bauxite industry is the traditional preserve of the Guyanese government. During the wave of nationalization in the 1970s, no large gold mining companies existed as yet. This area of activity therefore escaped the government's grip. Bauxite, by contrast, occupied a prime position in the Guyanese economy, which explains the appropriation of bauxite mines by the state. Today, the government is promoting privatization of the undertakings still under its control. It is therefore anticipated that management of the two bauxite mines still under government control will soon be transferred to private interests.

1.2 Number of operations

GOLD

Since 1993, prospecting licences have been issued to companies and individuals interested in gold prospecting. At present, more than 200 licences have been issued for a three-year period with a possible extension. Accordingly, many prospecting licences will expire in the near future. The Guyana Geology and Mines Commission estimates that about 20% of these licencees will be granted a mining licence in order to profit from the results of their preliminary investigations. This suggests certain opportunities for Canadian machinery, especially since the goal of the Guyanese government is to attain sustainable economic development through high production levels.

According to MiningPro File, there are currently about 400 shore pumps installed and several thousand "garimpeiros" assigned to gold production. It should also be pointed out that more than 40 geological sites have been identified and mapped for their gold, silver, copper or other mineral potential. Guyana therefore has the potential for at least ten major sites, each with gold deposits of 10 to 12 million ounces. Each of these sites would be surrounded by about a dozen smaller satellite deposits from which up to two million ounces of gold could be mined. OGML would be only one of these satellite deposits.¹³

BAUXITE

Three companies are operating in this mining area: Linden Mining Enterprise Ltd (or Linmine), Berbice Mining Enterprise (or Bermine) and Aroaima Mining Company (or Aroaima), which is the most active company in Guyana. The data presented in the table below provide an indication of the size of these corporations in terms of their total production.

Table 7: Annual bauxite production (000 tonnes)

	1989	1990	1991	1992	1993	1994	1995
Linmine	665	767	716	391	407	211	197
Bermine	656	657	631	516	465	322	157
Aroaima	--	--	870	1,406	1,216	1,560	1,633
Total	1,321	1,424	2,217	2,313	2,088	2,093	1,987

¹³ PANG, E.-S., Guyana: Mineral Development Strategy, Mineral Policy Assessment & Recommendations, Colorado School of Mines, Golden, Colorado, November 1994, p. 31.

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Source: *Guyana Geology and Mines Commission & BIDCO (Bauxite Industry Development Company), 1995*

Linmine

This company has apparently incurred losses for some years. However, the official accounts of its financial health differ. According to some sources, Linmine made a profit during its last year of operation (!) ... One thing is certain: Linmine's production volume declined by 70% between 1989 and 1995, representing an average annual decline of about 12%. Thus, although this company has experienced fairly major structural adjustments (resulting in layoffs) it remains a company with extremely expensive management. Linmine's operations are fully integrated, its technology is obsolete and the workforce is much too large for each operating area (Eul-Soo Pang, 1994). In addition, Linmine is also facing problems associated with the location of its ore deposits. Drilling operations are apparently far too complex because of the depth of deposits. Linmine is accordingly operating at only 5% of its capacity, which is the reason for the exorbitant cost of production and lack of profits.

It should be pointed out that when Linmine began operations, it was owned by the Canadian company Alcan until the firm was nationalized in 1971. The present government would now like to privatize Linmine. Alcan expressed an interest in this mining site two years ago. However, a feasibility study indicated that it would not be profitable for Alcan to purchase Linmine and it has therefore postponed its return to Guyana to a later date.

Bermine

Bermine, like Linmine, is a state-owned undertaking. However, Bermine's bauxite is of better quality than Linmine's. This undertaking's site is relatively more worked out, which partly explains the low production volume. However, the main reason for Bermine's problems is related to inefficient state management. Shipping costs are also high. A shortage of ready cash means that Bermine cannot invest in site modernization or research and development in order to develop cheaper mining processes. Bermine is therefore deadlocked, and in order to avoid possible bankruptcy the company's management is seeking a partnership with a foreign company, possibly a Canadian company.

Aroaima

Bermine's problems have resulted in a market opportunity for Aroaima. By producing chemical quality bauxite, even in small quantities, Aroaima has taken over some of the customers of the state firm struggling with management problems.

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Aroaima is a company based on the "virtual corporation" format. In other words, all activities not directly associated with bauxite production (services, accounting, transportation, waste management, etc.) are subcontracted. Aroaima therefore does not employ many permanent workers, which gives it flexibility in managing its operations. It can easily adjust its production volume to demand fluctuations, whether downward or upward.

A final point is that according to BIDCO, Aroaima pays no taxes to the government, although it enjoys no legal exemption.

1.3 Company size

GOLD

Curiously enough, the size of gold mining companies is determined by the operating surface area rather than the company's annual production. The Guyana Geology and Mines Commission therefore proposes the following classification for small, medium-sized and large firms.

Table 8: Classification of firms by operating area

Company size	Operating area
Small company	Up to 27.5 acres
Medium-sized company	Up to 1,200 acres
Large company	500 to 12,000 acres

Source: Guyana Geology and Mines Commission, 1995.

In view of the degree of overlapping observed in the foregoing classification, it would be quite difficult to objectively quantify the number of firms operating in each of the above categories. However, if we proposed as an alternative a classification based on production volume, we would very soon realize that even the total production of all the local firms, regardless of their operating area, is less than half the production of OGML. This firm began operations in Guyana in 1993 and has since become a major contributor to the gross national product. The following table provides an indication of the size of its operations compared with annual gold production.

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Table 9: Comparative gold production between 1988 and 1995 (ounces)

	1988	1989	1990	1991	1992	1993	1994	1995
GGB	18,802	17,284	38,713	59,254	79,583	87,096	99,153	92,434
OGML	--	--	--	--	--	222,676	276,464	197,080
Total	18,802	17,284	38,713	59,254	79,583	309,772	375,617	289,514

Source: *Bureau of Statistics and State Planning Commission, 1995*

Total production for 1995 was approximately 290,000 ounces, or 30% below objectives. This poor performance was due to the temporary closure of OGML. But despite the suspension of its operations, OGML's gold production for 1995 represented 68.1% of total production. Its contributions for 1993 and 1994 were 71.9% and 73.6% respectively. Furthermore, according to the Honourable Bharrat Jagdeo, Minister of Finance, gold production objectives for 1996 were set at 360,000 ounces.

In light of this information, we can conclude that there is really only one large gold mining company in Guyana. In addition, some small Canadian mining companies operate in Guyana; the main ones are Altai, ADEX, Aurex, Blue Ribbon, Cathedral, Canarc, Exall, Minrich, Sutton-Romanex and Toscana.

It is also important to note that many local mining companies have long reported gold production volumes below the true volumes.¹⁴ These are apparently much higher than the volumes officially reported in the statistics. The reason for these practices is readily explicable in terms of the trade policies in effect under the socialist government and the constraints faced by local mining companies. It should be borne in mind that they must sell all their production to the GGB. The purchase price of gold remained unchanged for a long period and did not reflect actual market conditions. In other words, the mining operators were required to sell all their production at a fixed price well below the price available on the market. Many firms therefore operated on a clandestine basis or did not report their true production volume, in order to sell the surplus directly on the market and thus ensure a profit greater than they would otherwise have realized. The opportunity cost they had to pay by selling to the GGB therefore did not encourage good relations between that agency and the private companies. These

¹⁴ In Annex H, an article from the *Guyana Chronicle* reports on the progress of a prosecution for gold smuggling.

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difficult conditions and policies hostile to the entrepreneur therefore contributed to introducing biases in the statistical estimate of local production.

The price of gold today fluctuates in accordance with market conditions. In other words, since the price of gold now floats, local mining operators can sell their production to the GGB and benefit from price variations.

As previously indicated, foreign companies are required by law to sell a percentage of their production to the GGB unless they have made a different agreement with the President (who is personally responsible for managing Guyana's gold resources) and with GGB officials. There is still no large foreign company in this area, other than OGML, which has a special agreement with the government, which holds 5% of the company's equity. Under the agreement, OGML is free to export its entire production. Other Canadian companies have indicated their intention of developing Guyana's geological potential and are planning to manage operations whose size will be comparable with OGML's operation. This therefore seems to indicate that there will be definite opportunities for Canadian products and services.

BAUXITE

Since 1990, bauxite production by local companies has fallen considerably. For a long time, this natural resource generated a high proportion of government revenue. But because of the nationalization of mining firms, the lax government approach, inefficient management and restrictive policies relating to development of this sector of the Guyanese economy, the bauxite industry has not expanded as it might have in another context. Gold and sugar have now become the main sources of income for the Guyanese economy and a large part of the credit for this is due to OGML in the case of gold.

During the 1970s the mining sector was one of a number of sectors to be nationalized, and this led to the departure of many foreign companies established in the country, which therefore abandoned management of their operations to the state. For example, this was the situation of the Canadian company Alcan and its American counterpart, Reynold's. Today, management of mining firms is to return to the private sector. This new era of privatization has therefore brought foreign interests back to Guyana. Reynold's is again established in Guyana through a joint venture agreement under the name of Aroaima, a very prosperous bauxite mining company.

1.4 Number of jobs generated by the subsector

GOLD

For the reasons indicated in Section A of this chapter, we cannot provide specific data on the employment situation in Guyanese gold mines. A very large number of firms and individuals are operating in this subsector, and since there are many clandestine operations no official statement is possible. However, with regard to the operations of OGML, we can say that the company employs some 900 Guyanese and 100 Canadians. These figures sometimes vary, in view of the occasional launching of specific projects requiring additional labour. It is also anticipated that expansion of the OGML mine will lead to hiring of 500 more Guyanese.

BAUXITE

The number of jobs directly linked to bauxite mining is apparently about 3,000. During the last year, 1970 individuals were employed by Linmine, 730 were employed by Bermine and 300 were working for Aroaima. Detailed information on the job situation at Linmine in April 96 is provided in Annex B, Table 7.

1.5 Pay rates

GOLD

Here again, we are not in a position to determine the wages of employees in gold mines. Because of disparities associated with the size of firms and their operations, we cannot form a clear judgement on average pay without the risk of error. Furthermore, under Guyanese law there is no minimum wage for this type of employment. We know, however, that the major company in this area (OGML) offers one of the highest compensation rates in the country. Thus, the minimum daily wage at OGML was set at G\$1,700 (for a worker at the bottom of the pay scale) while the monthly average is G\$65,000. Hours of work are normally from 6:00 a.m. to 6:00 p.m. or 6:00 p.m. to 6:00 a.m., representing a 12-hour day for the mine employee. Employees will work these shifts for 14 straight days, after which they will be off for one week. This type of organization is relatively standard worldwide. The working hours of clerical personnel are normally 40 hours a week, from Monday to Friday.

BAUXITE

According to BIDCO, the regulatory authority for Guyanese bauxite mining, the average compensation of employees in this industrial subsector is between G\$30,000 and G\$40,000 per month for employees with specific skills and G\$15,000 for labourers. These rates apply to

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both the state enterprises, Bermine and Linmine. Aroaima offers hourly compensation between G\$156 and G\$196 for local employees. These wages correspond quite closely with the national average for this industry.

1.6 Union organization

GOLD

We cannot make any statements regarding the unionization rate in Guyanese gold mines, since the disparities between companies are too great.

BAUXITE

The salaried workers in the three bauxite mining companies established in Guyana are all unionized. The unionization rate for Linmine employees is 86% and it is 80% for Aroaima personnel. On the other hand, almost all Bermine employees are unionized, since the union membership rate is 97% of the labour force.

1.7 Added value

GOLD

Large scale gold production is a new phenomenon in Guyana. It is only since the arrival of OGML that gold has been ranked among the export products generating the largest commercial revenues for the country. It seems likely that as the industry continues to develop, Guyana will eventually establish a refinery. It would then be able to export a product with a medium or high added value, resulting in higher profits associated with trade in this precious metal.

BAUXITE

Bauxite, like the other industrial minerals, is considered a resource generating a high added value since, because of its relatively low mining costs, it can easily be used as a basis for developing new mineral products with a high added value. This ore could therefore contribute to the country's technological and manufacturing development.¹⁵ However, there is still no smelting plant in the country, which impacts negatively on Guyana's competitive position. However, it should be mentioned that Alcan has already operated a small alumina refinery at

¹⁵ Source: *Solid Minerals*, produced and published by the Guyana Geology and Mines Commission.

Linden. Since production volume was low, operations were expensive and the final product of poor quality, this plant closed down in 1982.

1.8 Productivity

GOLD

The Guyanese Shield is a geographical region extending from Venezuela to French Guyana and offering a very large gold potential. This area was long underexploited but in the 1990s it has become one of the major mineral strata of worldwide interest, especially with regard to gold. In terms of productivity, it must be pointed out that the ore content can vary considerably from one deposit to another. For example, there is the case of Roraima Gold Corporation, a company operating several mines in Guyana. The average ore content varies between 0.4 grams of gold per tonne (Imotai) and 9.34 grams per tonne (Quartzone). The productivity of the operating sites (or the stripping ratio) will therefore also vary with on the ore content.

It should be noted that not all gold mining companies calculate the stripping ratio in the same way, which further complicates comparisons.

BAUXITE

As in the case of gold, we can measure the productivity of a bauxite site in terms of the stripping ratio. This varies considerably from one company to another.

Table 10: Bauxite companies stripping ratio
(approximation)

Mining company	Stripping ratio
Linmine	1:10
Bermine	1:2
Aroaima	1:1
Average	1:1.875

Source: *BIDCO*, 1996

As indicated by the data in the table above, the situation of Linden is apparently the most difficult by far.

1.9 Research and development spending

GOLD

According to the Guyana Geology and Mines Commission, there is very little research and development investment when compared with the number of firms involved in gold mining. However, given the very large number of small and medium-sized mining companies in this activity subsector, we can easily explain this situation in terms of a lack of financial resources, since in the circumstances most personnel are assigned to production.

BAUXITE

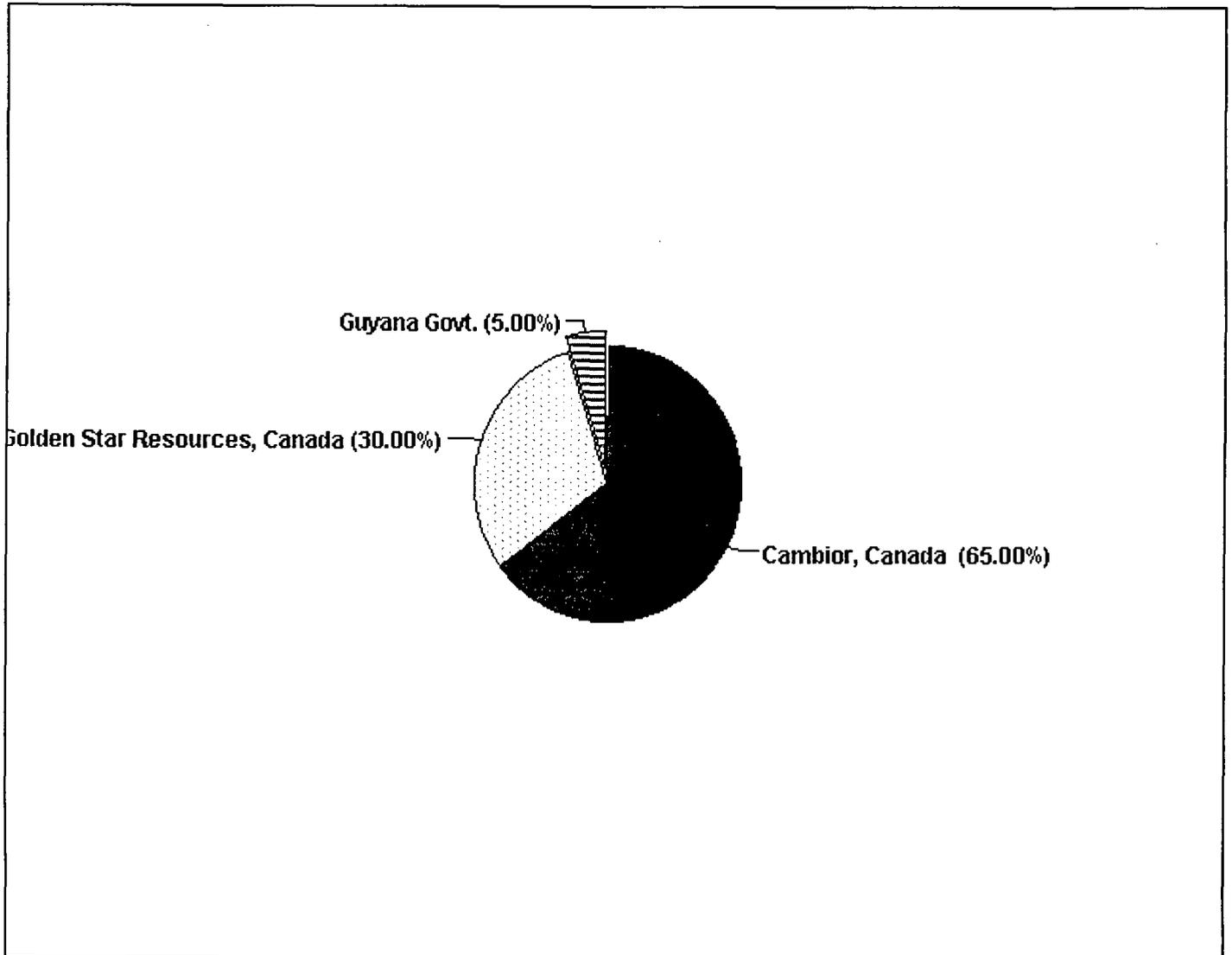
The state bauxite mining undertakings spend nothing on research and development. It should be explained, however, that there is a bureau specifically for this purpose. The government would like to believe that the activities of this division are of some importance but this is not so. It was established in September 1974 with the goal of improving manufacturing processes and introducing new ones, studying the properties of the products in order to improve their quality and developing new ones. The result of the research and development activities was production of aluminum sulfate (also known as alum) and kaolin on a commercial basis. The fact remains, however, that, according to BIDCO, this aspect of bauxite mining is little developed in Guyana.

1.10 Foreign participation rate

GOLD

OGML is an essentially Canadian company which has been established in Guyana since 1993. This company was established when two Canadian companies and the Guyanese government combined their resources in a joint venture agreement.

Chart 5: Share capital of OGML



Source: Cambior, 1995

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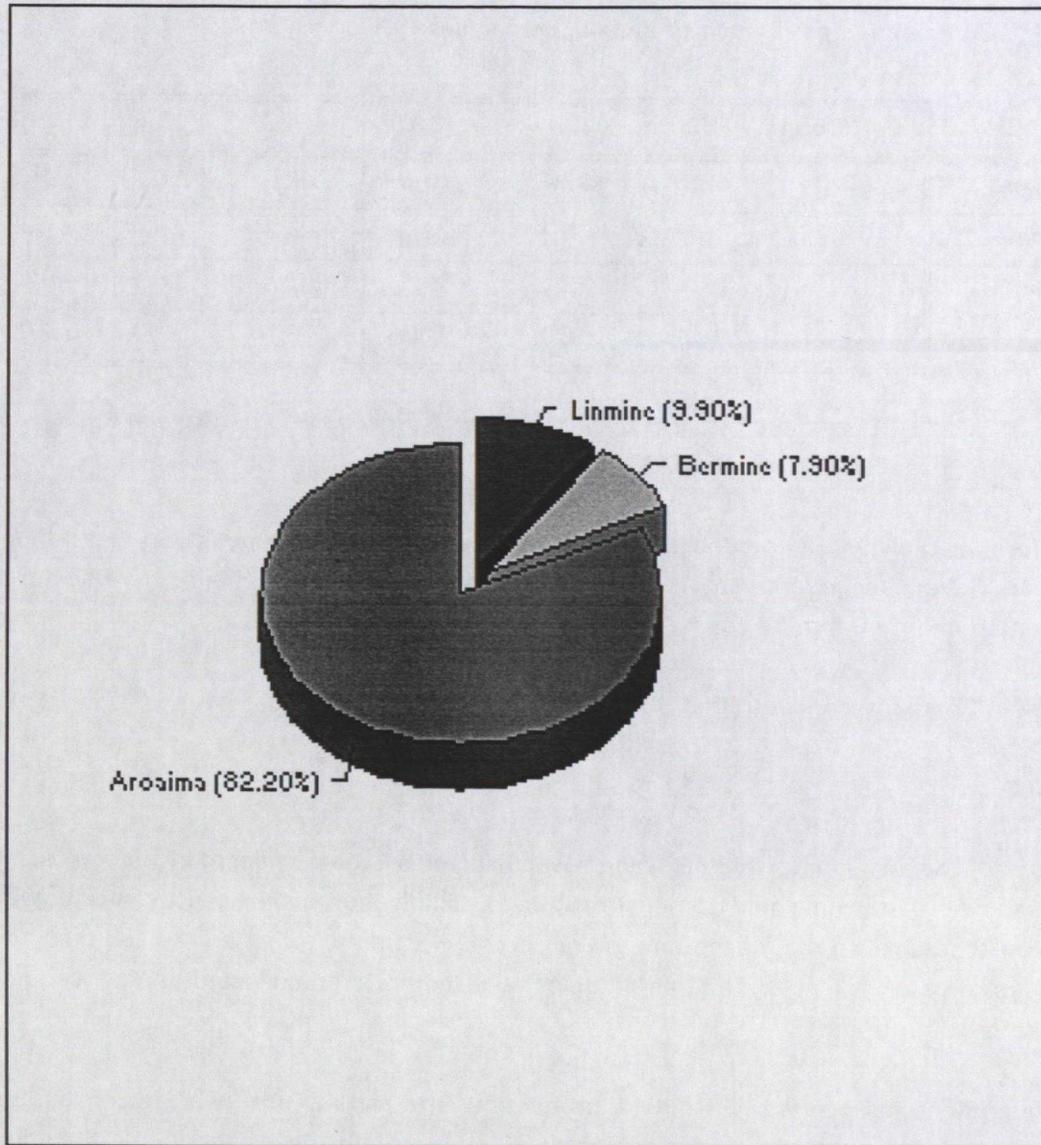
OGML is the only large organization involved in gold mining in Guyana. Based on its total gold production, compared with the production of the industry as a whole (see Table 9), we can say that the foreign participation rate was about 70% in 1995.¹⁶ This percentage is likely to increase with the expansion of OGML's activities, the increase in its productivity and the arrival of other foreign companies, including several Canadian companies. For example, the Canadian giant Placer Dome has indicated its intention to operate a gold mine in Guyana in the near future. This announcement followed the official visit of the President of Guyana to Canada last June. (Please see Annex H.)

BAUXITE

Table 7 in Chapter 1, Section B, 1.1.1 presents the data concerning bauxite production by the three companies in this area of operation. As the statistics show, the Aroaima company alone was responsible for more three quarters of total national production in 1995.

¹⁶ Given the existence of small and medium-sized foreign mining companies in Guyana, we can conclude that the foreign participation rate is probably greater than 75%.

Chart 6: Comparative production of bauxite, 1995



Source: Compiled from information obtained from the *Guyana Geology and Mines Commission & BIDCO*, 1995

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The following table provides an indication of the growth of this company between 1989 and 1994 in terms of its total production compared with all annual production.

Table 11: Comparative production of bauxite companies (%)

	1989	1990	1991	1992	1993	1994	1995
Linmine	50.3	53.9	32.3	16.9	19.5	10.1	9.9
Bermine	49.7	46.1	28.5	22.3	22.3	15.4	7.9
Aroaima	--	--	39.2	60.8	58.2	74.5	82.2
Total	100	100	100	100	100	100	100

Source: *Compiled from the data in Table 7, Chapter 1, Section B, 1.2, Guyana Geology and Mines Commission & BIDCO, 1995*

This information allows us to conclude that the foreign participation rate is very high. In fact, since the Guyanese government is a 50% shareholder in this company, overall foreign participation can therefore be estimated at 41%¹⁷ for the bauxite industry.

1.11 Company concentration

GOLD

The rich gold deposits in Northern Guyana have attracted a large number of investments to the river areas. In order to mine gold from the rock, these mining enterprises have installed powerful pumps on the banks to drain sand and gravel. When washed with a mercury solution, these host rocks release their gold. The fine particles released are then collected and subsequently refined and cast into bars.

Most operations associated with gold production are carried out near rivers by small entrepreneurs. Using a pump, hoses and mercury as a solvent means there is little need for

¹⁷ This figure was obtained by dividing Aroaima's total production (1,633,000 tonnes) by two. Thus, the first 816,500 tonnes of bauxite could be attributed to the Guyanese government (50% shareholder) and the other 816,500 tonnes to the American company Reynold's (also a 50% shareholder). Since the combined production of Linmine and Bermine is attributable to the government (since they are state enterprises), the foreign participation rate measured at 41% corresponds to the ratio between 816,500 tonnes and 1,987,000 tonnes (total national production).

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highly expensive investment in sophisticated machinery and equipment. However, this method results in severe environmental harm, and the use of mercury endangers the animal and plant life of the neighbouring shoreline communities.

The gold mining process used by OGML is very different from the process of the small mining companies. OGML is located on the west bank of the Essequibo river. Unlike the small and medium-sized operations, the OGML process uses a leading edge technology and is dependent on a large amount of heavy machinery. OGML also uses a cyanide solution to release the gold particles in the ore. This chemical compound is used for 90% of world gold production.

The maps provided in Annex A indicate the geographical locations of the gold and bauxite deposits.

BAUXITE

As shown by the maps provided in Annex A, the three bauxite mines are located in northeastern Guyana.

1.12 Volume of contracting and subcontracting

GOLD

With regard to the small gold mining companies, we can determine that contracting or subcontracting levels are nil. Their operations are on such a small scale that they do not need subcontractors. In addition, the level of skill required is relatively low. On the other hand, use of subcontractors is necessary in the case of large-scale operations like those of OGML. For example, we can cite the following activities:

- ✧ Catering service (Sodexho, a Canadian company)
- ✧ Basic store (Sodexho, a Canadian company)
- ✧ Air transportation (Guyana Airways, a Guyanese company)
- ✧ Surface transportation (a Guyanese company)
- ✧ Mine expansion project (Blaise, Quebec contractors)
- ✧ Gasoline supply (Esso, an American company)
- ✧ Truck maintenance service (MACORP, a Guyanese company)
- ✧ Pest control services (Rentokil, a Guyanese company)

As regards surface transportation, we wish to point out there is a definite market potential for Canadian companies. OGML uses a local company for road links between the head office in Georgetown and the mine, which is more than four hours distant. During an interview, OGML management expressed its dissatisfaction with the quality of the services. OGML indicated that

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the road links did not run on time and the service was unreliable. This company might therefore use Canadian services if this business opportunity is attractive to surface transportation subcontractors.

As regards air transportation, OGML always uses a subcontractor and is definitely not considering buying its own aircraft to provide its own air connections. In addition, OGML seemed generally satisfied with the services provided by Guyana Airways.

BAUXITE

Linden and Bermine, the two mining companies under government control, are fully integrated and all support services are provided by these companies themselves. On the other hand, Aroaima operates on the virtual corporation principle, as we previously indicated. In other words, there is a very high level of subcontracting.

1.13 Direction of exports

GOLD

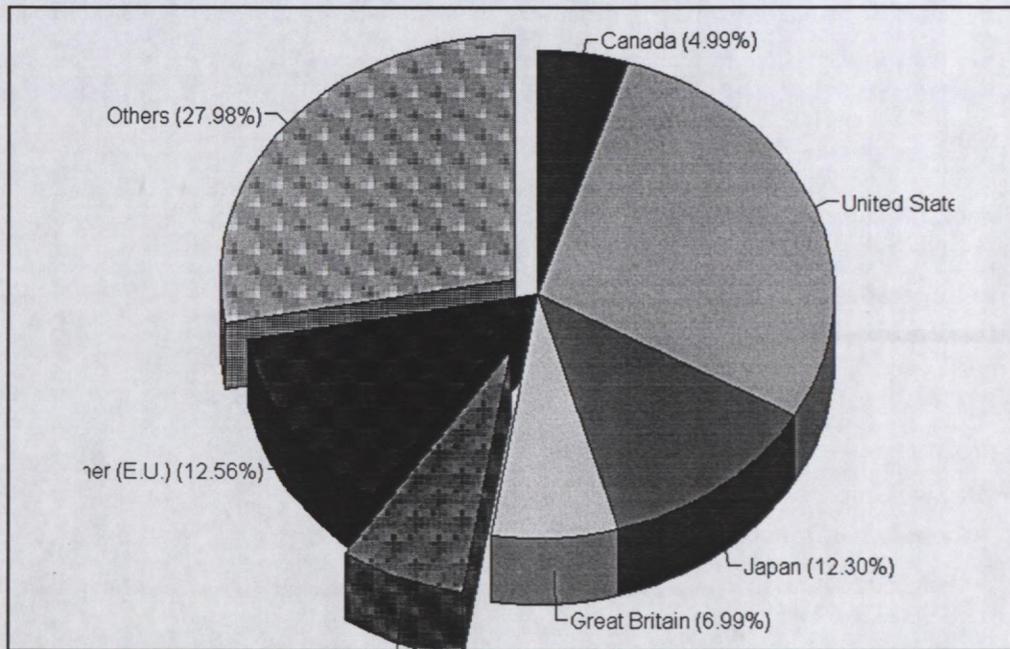
All gold production is exported to Canada. The 95% pure gold (OGML) is sent directly to the Royal Canadian Mint refinery. The Canadian refinery then removes 99% of the impurities from the gold and it is then sold to jewellers and dealers, banks and other industries. Local miners are required to sell all their production - in the case of those who report it - to the Guyana Gold Board, the organization which manages subsequent sales. In 1993, total exports were 278,634 ounces and the total in 1994 was 359,519 ounces (Bureau of Statistics).

BAUXITE

As indicated by Tables 3(a) to (d) in Annex B, Guyana is involved in trade associated with bauxite, mainly with the United States, Japan, Germany and the United Kingdom and, last, with Canada.

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Chart 7: Guyanese bauxite exports in 1991¹⁸



Source: Bureau of Statistics, 1995

¹⁸ The detailed statistical data on mining sector exports by country presented in the above chart for 1991 are the most recent available.

1.14 Subsector organizations and groups

The leading organizations and groups in the mining sector will be essentially the same as for the identified subsectors: gold and bauxite. However, certain associations and companies are exclusively involved in managing one or other of these mineral resources. A list of these organizations is provided below.

GOLD

Gold and Diamond Miners Association

350 A New Market Street

Georgetown, Cooperative Republic of Guyana

Tel. : (011-592-2) 52217

Fax : (011-592-2) 51828

Guyana Gold Board

68 Brickdam Street, Stabroek

Georgetown, Cooperative Republic of Guyana

Tel. : (011-592-2) 53148

Fax : (011-592-2) 54963

Omai Gold Mines Limited (OGML)

176 D Middle Street, North Cummingsburg

Georgetown, Cooperative Republic of Guyana

Tel. : (011-592-2) 65898

Fax : (011-592-2) 66468

Roraima Mining Company Limited

122 Aubrey Braker St, South Ruimveldt Park

Georgetown, Cooperative Republic of Guyana

Tel. : (011-592-2) 69906

Fax : (011-592-2) 69906

BAUXITE

Aroaima Mining Company

93 A Duke Street, Kingston

Georgetown, Cooperative Republic of Guyana

Tel. : (011-592-2) 58923

Fax : (011-592-2) 57894

Berbice Mining Enterprise

134 Church Street, South Cummingsburg

Georgetown, Cooperative Republic of Guyana

Tel. : (011-592-2) 66418

Fax : (011-592-2) 66572

BIDCO (Bauxite Industry Development Co.)

66 Peter Rose Street, Queenstown

Georgetown, Cooperative Republic of Guyana

Tel. : (011-592-2) 57780

Fax : (011-592-2) 67514

Linden Mining Enterprises Ltd

McKenzie, Linden

Georgetown, Cooperative Republic of Guyana

Tel. : (011-592-2) 74114

Fax : (011-592-2) 74103

2. SIZE OF SUBSECTORS

The following summary table provides data concerning the size of each of the subsectors studied.

Table 12: Indicators associated with the size of the subsectors (1995)

	GOLD	BAUXITE
Exports (volume)	275,305 ounces	1,971,063 tonnes
Exports (value)	G\$13,425,501,000	G\$10,986,375,000

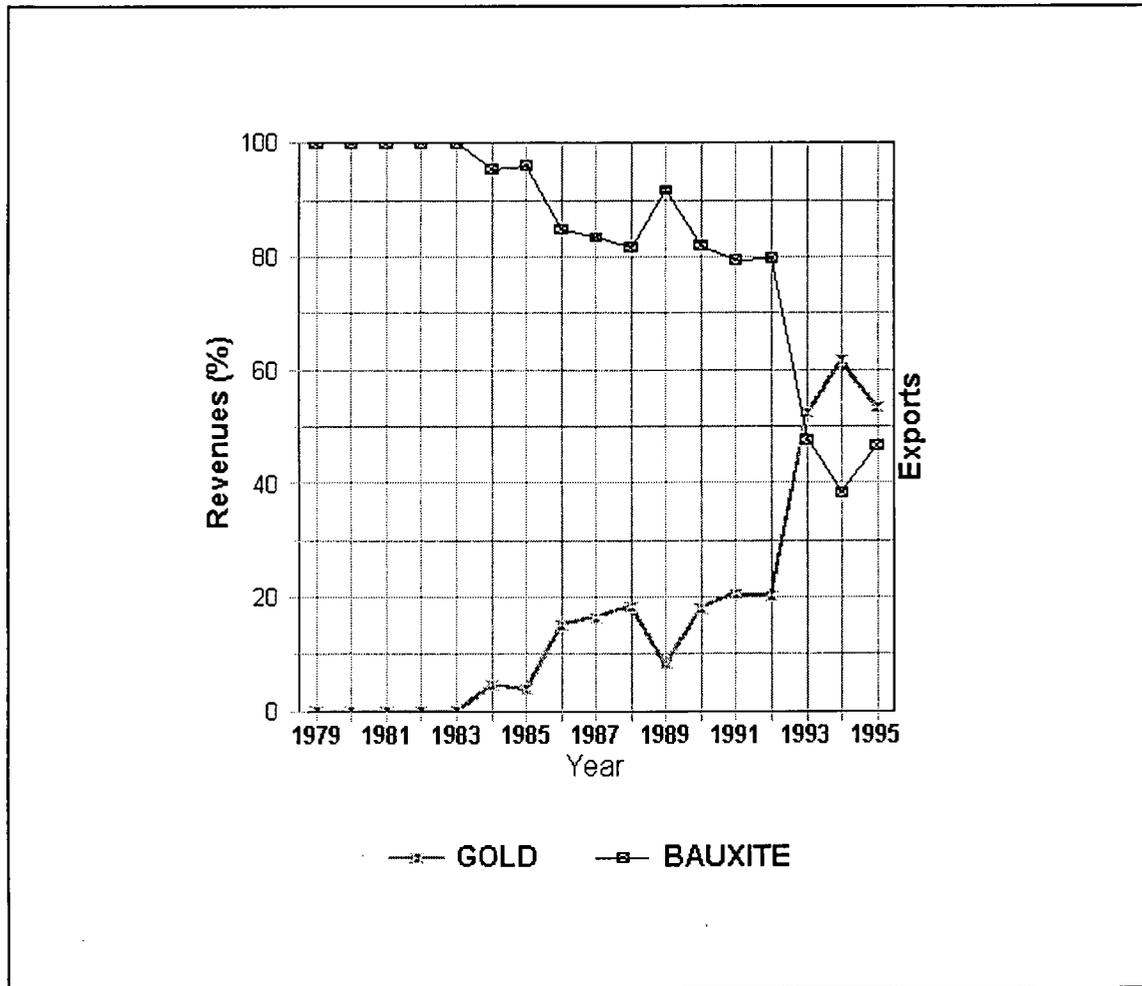
Source: Bureau of Statistics, GGB, Guyana Mining Enterprise

Given that gold and bauxite are the only two components of the mining sector (the other mining industries are insignificant for Guyana), we can estimate the relative importance of each of the two subsectors. Thus, in 1995, gold represented 55% of the total export revenues of the mining sector, compared with 45% for bauxite.¹⁹

The following chart sets out the changes in the respective contributions of these two industries to mining sector export revenues.

¹⁹ According to the data collected in Table 3, Chapter 1, Section A, 1.5, the proportions are 46.7% and 53.3% for bauxite and gold respectively. The data regarding exports of these two commodities differ slightly from one source to another. However, the proportions remain substantially similar.

Chart 8: Relative importance of Guyanese mining industry subsectors



Source: Compiled from information obtained from the *Bureau of Statistics*, 1995.

3. TRENDS AND PROSPECTS

GOLD

According to the Guyana Geology and Mines Commission, gold production increased by approximately 374% between 1992 and 1994, to reach a total of 375,000 ounces during that record year. Growth recorded between 1988 and 1992 was 323%. In addition, a number of investment incentives have been introduced in this sector. Gold mining is therefore expanding fast in Guyana.

The Guyana Geology and Mines Commission also expressed its views on anticipated future developments relating to medium-sized and large mining companies as regards gold production. The Commission's projections are presented in Table 8 of Annex B.

BAUXITE

According to the Guyana Geology and Mines Commission, the operating area of bauxite companies should remain relatively unchanged until the year 2000. These statements are confirmed by the following table.

Table 13: Projected area of mining sites (acres)

	MEDIUM-SIZED FIRMS	LARGE FIRMS		
		<i>Including bauxite</i>	<i>Excluding bauxite</i>	<i>Bauxite alone</i>
1995	3,100	10,400	1,100	9,300
1996	3,600	10,500	1,100	9,400
1997	4,200	10,600	1,200	9,400
1998	4,800	10,700	1,300	9,400
1999	5,500	10,800	1,400	9,400
2000	6,300	11,400	1,800	9,600

Source: *Guyana Geology and Mines Commission, 1995.*

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Thus, between 1995 and 2000, the operating area of the large bauxite firms should increase by about 3% or an annual average of 0.6%. However, despite this low projected growth in the size of sites, bauxite production should increase considerably over the same period, in view of greater productivity and ongoing technological developments.

SECTION C: IMPACT OF IMPORTS

1. THE SECTOR AS A WHOLE

1.1 VOLUME OF IMPORTS IN THE SECTOR

For all practical purposes there are no imports of gold or bauxite. Guyana produces these two commodities mainly for the purpose of generating export revenues. In other words, Guyana is not a direct consumer of these resources at the production stage at which they are exported.

However, the equipment used in the mining firms is almost all exported. Guyana does not manufacture the machinery or equipment required for mining and therefore imports these resources.

We have already referred to the volume of imports and their percentage in relation to the sector as a whole. Please refer to Chapter 1, Section 1.2.10.

1.2 SOURCE OF IMPORTS

Most equipment is imported from the United States and Europe, and especially from the United Kingdom, in view of the special trade links between Britain and its former colony.

The machinery used by OGML was purchased in late 1991. The Caterpillar equipment was ordered via Quebec suppliers (Hewitt Equipment) although the cranes and trucks were sent from the port of Houston. At that point in time, OGML was able to use a Canadian supplier, since Caterpillar then had no Guyanese distributor.

Since that time, the Guyanese company MACORP has become a distributor for this brand and because of the purchase contract with Caterpillar, OGML must now use this local firm. When the time came to purchase its machinery, OGML used the normal tender call process. Bids were received only from a Japanese company (Komatsu) and an American company (Caterpillar), which secured the contract with OGML. At the present time, no Canadian company manufactures the type of equipment required for OGML's operations, at least with regard to heavy machinery. There are of course Canadian retailers of Caterpillar products. However, in view of the large purchases involved, it is very much in the interests of OGML to go directly to the supplier rather than incur the additional costs associated with a retail purchase. Retailers make a profit margin on the selling price which is automatically passed on to the consumer

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when the sale is made. It would therefore not be justified for OGML to obtain its American machinery from a Canadian retailer.

In the area of bauxite mining, the Guyanese companies also obtain most of their heavy machinery and equipment from Caterpillar, through the local supplier, MACORP. Some equipment is also purchased from Japan (Komatsu) and the fleet also includes Fiat and Astral trucks from Italy.

It must be borne in mind, however, that mining company operations are supported by much more than heavy machinery. There are three major areas of activities associated with mining operations. First, there are the excavation and drilling activities for which large trucks are well suited. Next, there are the milling and extraction operations supported by leading edge technology, computers, generators and other types of equipment. Last, there are also infrastructures and services. Although Canada does not build large trucks, we can still rely on Canadian expertise in the mining sector to deliver services, infrastructures and leading edge equipment.

1.3 TRADE BALANCE IN THE SECTOR

If we consider the entire mining sector from the point of view of the trade in gold and bauxite, the trade balance is definitely positive, since all production is exported.

On the other hand, if we consider industrial equipment - which is the subject of the present study - we find that the trade balance indicates a large deficit owing to the major capital costs resulting from mining operations.

1.4 TRENDS

Since we have no specific information on the source of machinery and equipment imports, we are unable to identify any trends in this regard. However, we can assume that in view of the purchasing behaviour of the Guyanese in this activity sector, the local mining operations will follow the example of OGML and Aroaima when they make purchasing decisions in the gold and bauxite sectors respectively.

2. IMPORTS BY SUBSECTOR

We do not have information specific or recent enough to determine the volume of imports by subsector. However, in light of the information in Section 1.2.10 of Chapter 1 (see Table 1(a)

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in Annex B), we can deduce that a high proportion of imports under the "Capital Costs" heading was attributable to gold mining in 1991. The mining sector requires large initial investments, while the replacement market is relatively insignificant. It is therefore to be expected that during the initial phase of operations a mining company will allocate large amounts to machinery and equipment purchases and the infrastructures required to conduct its operations. This was the situation with OGML in 1991 when it was making its initial purchases. We were unable to obtain detailed information regarding Guyanese imports by sector and subsector. However, as indicated by Table 1(a) (Annex B), subsequent capital costs declined substantially in 1993. This confirms that the renewal market is much less important. There may therefore be major fluctuations from year to year in the capital costs incurred in the mining sector.

SECTION D: CANADIAN EXPORTS IN THE SECTOR

In order to estimate the volume of Canadian exports of mining sector machinery and equipment, we have used data obtained from Statistics Canada, which provided us with a detailed list of Canadian machinery and equipment in all sectors to Guyana (see Annex B, Table 9). However, we were unable to obtain specific information on exports relating solely to the mining sector. We have therefore had to use our judgement to establish which of the listed items would be included in the present study. We also relied on the lists of processes and equipment used in bauxite and gold mines (see Annex E).

As regards the calculation of market shares attributable to Canadian exports, we have prepared a list of machinery and equipment imported by Guyana in this activity sector. We then compared the results with the value of exports from Canada. This allowed us to measure their size in relation to the total market.

We are aware that the statistical data presented below do not necessarily reflect the actual situation. We may have failed to include certain items or we may have considered others that should have been excluded. In addition, some Canadian exports to Guyana are not included as such in the statistics. In order to reduce shipping costs, some products are exported from Canada via the United States and Venezuela, for example. In such cases, these Canadian exports are not recorded for Guyana but for other countries - the United States or Venezuela in this case - from which the products are subsequently re-exported. Last, we should add that some of the equipment appearing in the tables below may have been used in areas other than the mining sector. In other words, this factor adds an additional bias.

1. CANADIAN EXPORTS TO GUYANA IN THE MINING SECTOR

Table 14: Canadian exports associated with the mining sector (1994 and 1995)

CODE	ITEM	1994			1995		
		From	Value (C\$)	Qty	From	Value (C\$)	Qty
84.02.90.00	Parts of steam or vapour generating boilers, nes	ON	267,459	n/a	--	--	--
84.13.70.00	Centrifugal pumps, nes	--	--	--	ON	17,910	2
84.13.81.00	Pumps, nes	BC	15,575	1	--	--	--
		--	--	--	ON	2,681	3
84.13.91.00	Parts of pumps for liquids, whether or not fitted with a measuring device	ON	4,722	n/a	--	--	--
		QC	32,371	n/a	--	--	--
84.19.90.00	Parts of machinery for the treatment of materials involving a change of temperature	ON	8,912	n/a	--	--	--
84.27.20.00	Self-propelled trucks, nes	--	--	--	BC	100,014	1
		ON	70,592	3	--	--	--
84.28.39.00	Continuous-action elevators and conveyors for goods, nes	ON	16,919	2	--	--	--
84.29.11.00	Track-laying bulldozers and angledozers	--	--	--	BC	114,040	1
84.29.51.00	Front-end shovel loaders	ON	22,173	1	--	--	--
84.29.52.00	Mechanical shovels and excavators with a 360° revolving superstructure	--	--	--	BC	141,205	1
84.29.59.00	Self-propelled excavators, nes	--	--	--	ON	9,000	n/a
84.30.41.00	Self-propelled boring or sinking machinery, nes	--	--	--	BC	320,717	n/a
		QC	49,065	n/a	QC	148,132	n/a
84.31.20.00	Parts of fork-lift trucks and other works trucks fitted with lifting or handling equipment	ON	4,768	n/a	--	--	--
84.31.39.90	Parts of lifting, handling, loading or unloading machinery, nes	--	--	--	ON	41,693	n/a

CODE	ITEM	1994			1995		
		From	Value (C\$)	Qty	From	Value (C\$)	Qty
84.31.43.00	Parts of self-propelled or non-self-propelled boring or sinking machinery	--	--	--	AB	22,618	n/a
		BC	28,418	n/a	BC	30,879	n/a
		ON	31,127	n/a	ON	305,847	n/a
		--	--	--	QC	65,788	n/a
84.31.49.00	Parts of trains, works trucks, loaders and other construction machinery	BC	5,758	n/a	BC	4,898	n/a
		ON	28,544	n/a	--	--	--
		QC	2,500	n/a	--	--	--
84.59.61.00	Numerically controlled milling machines for removing metal, nes	--	--	--	ON	6,787	1
84.74.10.00	Sorting, screening, separating or washing machines for stones, ores, etc.	ON	181,000	n/a	--	--	--
84.74.20.00	Crushing or grinding machines for stones, ores, etc.	--	--	--	BC	7,016	n/a
84.74.90.20	Parts of crushing or grinding machines	ON	3,064	n/a	--	--	--
		QC	147,139	n/a	--	--	--
84.79.89.00	Machines and mechanical appliances having individual functions, nes	ON	76,561	n/a	--	--	--
84.79.90.00	Parts of machines and mechanical appliances having individual functions, nes	--	--	--	AB	4,510	n/a
		ON	35,672	n/a	ON	35,000	n/a
		--	--	--	QC	3,610	n/a
85.04.31.00	Electric transformers having a power handling capacity not exceeding 1 kVA, nes	--	--	--	ON	684	1
85.04.32.00	Electric transformers having a power handling capacity exceeding 1 kVA but not exceeding 16 kVA, nes	ON	17,120	8	--	--	--
85.04.33.00	Electric transformers having a power handling capacity exceeding 16 kVA but not exceeding 500 kVA, nes	ON	11,254	10	--	--	--
85.04.40.00	Static converters, electric	AB	319	n/a	AB	370	n/a
		--	--	--	ON	85,285	n/a
85.08.10.00	Drills of all kinds for working in the hand, with self-contained electric motor	--	--	--	ON	7,809	28
85.08.80.00	Tools, nes, for working in the hand, with self-contained electric motor	ON	2,338	16	--	--	--

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CODE	ITEM	1994			1995		
		From	Value (C\$)	Qty	From	Value (C\$)	Qty
85.08.90.00	Parts of tools for working in the hand, with self-contained electric motor	--	--	--	BC	8,202	n/a
85.15.90.00	Parts for electric laser/ultrasonic etc. soldering/cutting machines, nes, for hot spraying of metals	ON	6,155	n/a	--	--	--
85.37.10.00	Boards, consoles, etc. for electric control, for a voltage not exceeding 1,000 V	QC	9,250	n/a	QC	256,256	n/a
		ON	8,599	n/a	--	--	--
85.37.20.00	Boards, consoles, etc. for electric control, for a voltage exceeding 1,000 V	QC	12,572	n/a	--	--	--
85.38.10.00	Boards, consoles, etc. for No 85.37, not equipped with their apparatus	--	--	--	QC	10,234	n/a
85.43.30.00	Machines and apparatus for electro-plating, electrolysis or electrophoresis	ON	2,272	n/a	--	--	--
86.09.00.00	Containers specially designed and equipped for carriage by one or more modes of transport	QC	1,450	n/a	--	--	--
87.01.20.00	Road tractors for semi-trailers (truck tractors)	--	--	--	ON	20,000	2
87.01.90.20	Wheeled tractors, used, nes	--	--	--	BC	44,802	1
		ON	34,000	5	ON	134,802	12
87.04.22.00	Diesel/semi-diesel engine trucks, g.v.w. exceeding 5 tonnes but not exceeding 20 tonnes	--	--	--	BC	100,968	1
87.04.31.00	Spark-ignition internal combustion piston engine trucks, g.v.w. not exceeding 5 tonnes	--	--	--	AB	10,500	4
		--	--	--	BC	10,147	1
		--	--	--	ON	34,566	3
TOTAL		n/a	1,137,668	n/a	n/a	2,113,085	n/a

n/a: not applicable

nes: not elsewhere specified

Source: *Statistics Canada, 1996*

N.B.: *Equipment such as converters and electric generators are not used exclusively in the mining industry. Nonetheless, we have decided to consider them, since they are used extensively in mines. We could give the example of OGML, which generates more electrical power on its mining site than the national power company for the entire city of Georgetown.*

2. MARKET SHARE ATTRIBUTABLE TO CANADIAN EXPORTS

For this part of the report, we referred to Guyanese import statistics for 1994 obtained from the Bureau of Statistics. We decided not to compare them with the information in the previous table, since the harmonized codes are a little different. It would therefore have been very difficult to match the data provided by the two statistics agencies. We have therefore prepared a list of Guyanese imports of mining sector equipment and machinery. We then totalled the figures so obtained. Of this total, we isolated the data relating to trade transactions with Canada, which allowed us to estimate the penetration rate of Canadian firms in bilateral trade with Guyana.

Table 15: Guyanese imports of certain key mining sector items

Code	Item	Qty (kg)	Value (G\$)
84.13.700	Centrifugal pumps, nes	9,191	9,032,134
	Canada	949	875,793
	United States	1,730	2,997,403
	Brazil	3	21,787
	Trinidad and Tobago	1,990	1,714,212
	Germany	65	648,457
	Italy	200	167,406
	United Kingdom	954	1,803,076
	China	3,300	804,000
84.13.810	Pumps, nes	178,104	390,738,435
	Canada	5,869	5,438,535
	United States	111,955	198,237,030
	Brazil	320	1,058,993
	Panama	80	1,168,368
	Dominica	1,080	637,510
	Montserrat	10	50,000
	St Lucia	1	3,000
	Trinidad and Tobago	2,476	2,375,760

Chapter 1: Sector Overview

Code	Item	Qty (kg)	Value (G\$)
	Suriname	5	7,000
	Germany	295	821,576
	Italy	15	351,537
	Netherlands	16,510	11,062,536
	United Kingdom	37,589	165,750,438
	Denmark	120	9,783
	Japan	697	1,684,751
	China	1,020	1,059,282
	India	4	10,219
	Singapore	58	1,012,117
84.13.919	Parts of pumps, nes	57,804	84,093,957
	Canada	3,463	1,471,562
	United States	44,391	43,536,057
	Brazil	345	1,187,477
	Dominica	8	15,204
	Aruba, Curaçao and Saba	70	410,538
	France	22	39,892
	Germany	205	747,672
	Italy	15	41,054
	Netherlands	225	4,677,120
	United Kingdom	6,909	28,895,000
	Japan	2,079	2,839,402
	China	66	33,366
	India	5	142,916
	Australia	1	56,697
84.27.200	Self-propelled works trucks, nes	48,623	20,281,502
	United States	32,223	15,840,884
	United Kingdom	16,400	4,440,618
84.29.110	Bulldozers and angledozers, crawler type	62,590	6,942,018
	United States	20	130,241

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Code	Item	Qty (kg)	Value (G\$)
	Netherlands	70	682,856
	United Kingdom	62,500	6,128,921
84.29.190	Bulldozers and angledozers, nes	159,131	79,942,192
	Canada	3,000	3,586,955
	United States	71,211	60,156,136
	Aruba, Curaçao and Saba	10,000	824,475
	Netherlands	17,800	7,305,947
	United Kingdom	32,454	4,794,910
	Nepal	16,050	1,494,919
	Taiwan	8,616	1,778,850
84.29.200	Graders and levellers, nes	220,028	30,667,963
	United States	173,562	19,410,417
	United Kingdom	38,500	9,095,354
	Japan	7,966	2,162,192
84.29.510	Front-end shovel loaders	532,241	171,223,626
	United States	285,284	84,771,764
	St Vincent and Grenadines	16,454	1,755,400
	Trinidad and Tobago	9,500	3,402,743
	Aruba, Curaçao, Saba	25,000	1,532,151
	Netherlands	9,420	562,800
	United Kingdom	182,430	26,426,084
	Singapore	4,153	52,772,684
84.29.520	Shovels and excavators with a 360° revolving superstructure	144,078	26,421,278
	United States	44,038	6,500,978
	United Kingdom	100,040	19,920,300
84.29.590	Self-propelled excavating machinery, nes	376,051	103,011,096
	United States	180,366	20,955,342
	Trinidad and Tobago	18,000	8,166,582
	Aruba, Curaçao and Saba	8,000	549,651
	United Kingdom	112,282	18,751,186

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Code	Item	Qty (kg)	Value (G\$)
	South Korea	16,000	13,233,588
	Nepal	10,950	1,065,503
	Singapore	30,453	40,289,244
84.30.100	Pile-drivers and pile-extractors	438	3,115,308
	United States	438	3,115,308
84.30.390	Rock cutters and tunneling machinery	814	2,510,230
	United States	808	2,504,230
	United Kingdom	6	6,000
84.30.410	Boring or sinking machinery, nes, self-propelled	85	338,284
	Canada	50	38,978
	United States	20	269,871
	United Kingdom	15	29,435
84.30.490	Boring or sinking machinery, nes	820	1,989,292
	Canada	165	767,420
	United States	655	1,221,872
84.30.500	Machinery, nes, self-propelled	77,154	28,057,432
	Canada	62	10,258,219
	United States	76,997	17,635,273
	Brazil	25	130,940
	United Kingdom	70	33,000
84.30.600	Machinery, nes, not self-propelled	755	1,626,046
	United States	45	16,500
	United Kingdom	710	1,609,546
84.31.100	Parts of pulley tackle, other lifting machinery, etc.	26,803	45,482,140
	Canada	4,760	16,574,096
	United States	18,460	17,695,384
	United Kingdom	8	2,000
	Switzerland	2,560	4,911,212
	Japan	555	926,059
	South Korea	425	3,309,106

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Code	Item	Qty (kg)	Value (G\$)
	Singapore	35	2,064,283
84.31.200	Parts of fork-lift and other works trucks fitted with lifting equipment	6,967	102,269,827
	Canada	14	33,440
	United States	2,105	7,881,547
	Trinidad and Tobago	2	86,376
	Italy	4,330	87,054,920
	United Kingdom	436	1,735,041
	Singapore	80	5,478,503
84.31.310	Parts of lifts, skip hoists or escalators	94,485	69,228,073
	Canada	18	7,267
	United States	93,866	10,063,706
	Brazil	118	139,044
	France	140	335,727
	Germany	24	14,844
	United Kingdom	294	58,436,186
	Singapore	25	231,299
84.31.390	Parts of lifting, handling, loading or unloading machinery, nes	94,948	325,918,256
	Canada	268	745,688
	United States	88,287	287,752,772
	Belgium	130	1,209,764
	Germany	890	18,014,183
	Italy	4,330	11,964,776
	Netherlands	275	1,380,051
	United Kingdom	668	4,728,165
	Portugal	100	122,857
84.31.410	Parts of buckets, shovels, etc.	8,944	14,369,486
	United States	6,888	13,271,241
	Netherlands	60	373,198
	United Kingdom	1,996	725,047
84.31.420	Bulldozer or angledozer blades	1,245	206,684

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Code	Item	Qty (kg)	Value (G\$)
	United States	20	12,518
	Trinidad and Tobago	1,000	26,640
	United Kingdom	150	139,341
	Japan	75	28,185
84.31.430	Parts of boring or sinking machinery, whether or not self-propelled	185,348	308,113,752
	Canada	659	13,039,163
	United States	24,042	32,079,471
	Germany	143,808	201,689,662
	Italy	45	214,612
	United Kingdom	16,794	61,090,844
84.31.491	Parts of bulldozers, excavators and other machinery, nes	53,262	82,480,640
	Canada	7,835	3,963,850
	United States	35,070	64,147,684
	Brazil	290	264,261
	St Vincent and Grenadines	203	134,000
	Trinidad and Tobago	480	239,309
	Suriname	3,000	490,000
	Italy	110	160,797
	United Kingdom	6,269	13,022,480
	Faeroe Islands	5	58,259
84.31.499	Other parts of machinery, nes	153,014	91,687,219
	United States	152,774	89,339,262
	Brazil	4	50,652
	Italy	19	143,363
	United Kingdom	217	2,153,942
84.50.500	Other machinery, nes, self-propelled	77,154	28,057,432
	Canada	62	10,258,219
	United States	76,997	17,635,273
	Brazil	25	130,940
	United Kingdom	70	33,000

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Code	Item	Qty (kg)	Value (G\$)
84.74.100	Sorting, screening, separating or washing machines for stone, ores, etc.	203,541	11,735,652
	United States	203,226	8,187,442
	United Kingdom	315	3,548,210
84.74.200	Crushing or grinding machines for stone, ores, etc.	35,755	72,462,872
	Canada	1	7,909
	United States	9,456	59,090,924
	Netherlands	23,010	8,980,989
	United Kingdom	3,288	4,383,050
84.74.800	Other machinery for working stones or minerals, nes	255,640	316,847,889
	Canada	6,004	1,739,095
	United States	4,751	10,632,463
	Venezuela	12,000	11,241,871
	United Kingdom	1	10,000
	Portugal	25,042	14,386,334
	Japan	207,842	278,838,126
84.74.900	Parts of stone or mineral working machinery, nes	1,731,906	678,359,570
	Canada	44,347	45,795,292
	United States	1,662,989	619,742,342
	Trinidad and Tobago	500	138,600
	Aruba, Curaçao and Saba	350	1,948,595
	United Kingdom	9,490	9,159,195
	South Korea	14,230	1,575,546
84.79.810	Machinery for treating metal, etc.	148	90,581
	United States	130	75,581
	United Kingdom	18	15,000
84.79.820	Mixing, grinding, etc., machines having individual functions	4,765	9,664,081
	Canada	17	14,000
	United States	4,246	9,546,796
	France	100	7,600

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Code	Item	Qty (kg)	Value (G\$)
	Japan	402	95,685
84.79.890	Machines and mechanical devices, nes, having individual functions	4,197	5,630,699
	Canada	397	1,693,743
	United States	1,367	2,315,910
	United Kingdom	1,408	825,591
	Japan	1,025	795,455
84.79.900	Parts of machines and mechanical appliances, nes, having individual functions	1,527,299	268,814,301
	Canada	28	646,996
	United States	459	1,856,671
	Germany	80	49,364
	United Kingdom	68	845,294
	Japan	2	487
	South Korea	1,526,662	265,415,489
85.04.300	Transformers, electric, nes	1,11,853	78,634,588
	Canada	553	757,846
	United States	71,493	47,441,220
	Brazil	520	227,637
	Venezuela	6,672	7,115,160
	Panama	185	139,159
	Antigua and Barbuda	4	23,084
	St Lucia	8	6,000
	Trinidad and Tobago	378	517,944
	Puerto Rico	13	4,300
	Germany	400	191,616
	Italy	2	1,134
	Netherlands	200	112,353
	United Kingdom	3,525	4,195,448
	Japan	17,496	9,504,738
	China	2,684	3,216,572

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Code	Item	Qty (kg)	Value (G\$)
	Hong Kong	1,280	1,831,464
	India	1	15,327
	South Korea	21	55,008
	Taiwan	6,418	3,278,578
85.04.400	Static converters	1,608	5,632,917
	Canada	224	350,504
	United States	1,075	3,802,610
	Brazil	73	65,532
	Italy	7	26,290
	United Kingdom	172	682,094
	Japan	7	131,054
	India	50	574,833
85.04.900	Parts of transformers, static converters and inductors	3,051	8,365,376
	Canada	875	4,457,986
	United States	1,247	1,292,837
	Trinidad and Tobago	318	1,250,451
	United Kingdom	611	1,364,102
85.08.100	Drills of all kinds, hand-held, with self-contained electric motor	5,502	13,166,208
	Canada	187	86,561
	United States	4,247	11,158,514
	Mexico	220	707,062
	Barbados	3	17,852
	Jamaica	3	1,200
	Trinidad and Tobago	10	8,095
	Germany	2	5,339
	Netherlands	217	137,220
	United Kingdom	567	867,881
	Portugal	45	166,484
	Sweden	1	10,000
85.08.800	Tools, nes, hand-held with self-contained electric motor	24,594	13,752,669

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Code	Item	Qty (kg)	Value (G\$)
	Canada	288	717,676
	United States	23,288	10,935,249
	Mexico	220	1,446,150
	Jamaica	3	1,000
	Netherlands	8	1,000
	United Kingdom	516	476,208
	Portugal	271	175,386
85.08.900	Parts of tools, hand-held, with self-contained electric motor	3,710	6,384,865
	Canada	112	83,574
	United States	1,468	4,143,701
	Brazil	2,000	1,649,641
	Mexico	75	81,373
	Barbados	2	336
	Jamaica	5	800
	United Kingdom	33	400,384
	Portugal	15	25,056
85.15.900	Parts of electric, laser, ultrasonic, etc. machines for soldering/cutting, nes, for metals	2,774	10,002,025
	Canada	1	1,000
	United States	1,962	5,543,384
	Panama	30	9,380
	Trinidad and Tobago	68	518,024
	Germany	640	3,752,000
	Netherlands	5	40,394
	United Kingdom	68	137,843
85.37.000	Boards, panels, consoles, etc., for distribution of electricity	45,291	27,204,422
	Canada	67	52,450
	United States	2,556	7,046,444
	Barbados	3	107,975
	Trinidad and Tobago	3,269	2,942,099

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Code	Item	Qty (kg)	Value (G\$)
	France	243	63,599
	Netherlands	53	23,570
	United Kingdom	38,927	16,801,812
	Japan	158	139,200
	Singapore	15	27,273
85.38.100	Boards, panels, etc., not equipped with their apparatus	2,013	1,646,717
	Canada	12	500
	United States	375	1,171,014
	Trinidad and Tobago	1,154	62,292
	United Kingdom	457	409,911
	New Zealand	15	3,000
86.09.000	Containers specially designed and equipped for carriage by one or more modes of transport	1	1,777
	United States	1	1,777
87.01.200	Road tractors for semi-trailers (truck trailers)	173,639	27,271,327
	United States	48,239	19,294,934
	United Kingdom	125,400	7,976,393
87.04.100	Dumpers designed for off-highway use	28,117	4,711,951
	Canada	3	13,000
	United States	44	1,128,506
	United Kingdom	28,070	3,570,445
87.04.211	Dumper trucks, gross vehicle weight not exceeding 5 tonnes, diesel/semi-diesel, use approved by a competent authority	47,011	8,851,854
	United States	5,350	2,295,270
	Antigua and Barbuda	4,000	864,500
	United Kingdom	32,504	4,129,284
	Japan	5,157	1,562,800
87.04.219	Dumper trucks, gross vehicle weight not exceeding 5 tonnes, diesel/semi-diesel	1,037,081	239,350,608
	Canada	17,538	6,681,353

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Code	Item	Qty (kg)	Value (G\$)
	United States	202,407	56,346,466
	Montserrat	3,800	253,929
	France	20,260	21,476,034
	Netherlands	18,391	2,907,979
	United Kingdom	500,212	59,110,780
	Czechoslovakia	28,000	4,355,000
	Japan	242,623	87,435,667
	Iran	2,320	670,000
	Taiwan	1,530	113,400
87.04.221	Dumper trucks, gross vehicle weight exceeding 5 tonnes but not exceeding 20 tonnes, diesel/semi-diesel, use approved by a competent authority	39,494	5,931,901
	United Kingdom	39,494	5,931,901
87.04.229	Dumper trucks, gross vehicle weight exceeding 5 tonnes but not exceeding 20 tonnes, diesel/semi-diesel	1,019,944	273,918,525
	Canada	12,660	5,900,650
	United States	159,034	39,505,510
	Trinidad and Tobago	5,700	3,736,189
	France	80,000	78,549,807
	United Kingdom	637,782	103,130,378
	Japan	124,768	43,095,991
87.04.239	Dumper trucks, gross vehicle weight exceeding 20 tonnes, diesel/semi-diesel	76,655	35,643,552
	United States	17,533	2,415,477
	Germany	7,980	1,474,000
	United Kingdom	42,264	28,953,675
	Japan	8,878	2,800,400
87.04.311	Spark ignition trucks, use approved by a competent authority	5,040	949,056
	United States	40	449,055
	United Kingdom	5,000	500,001

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Code	Item	Qty (kg)	Value (G\$)
87.04.319	Spark ignition trucks, nes	257,756	96,218,487
	Canada	2,322	958,633
	United States	84,262	51,215,714
	Brazil	8,012	8,065,462
	Jamaica	1,400	1,401,145
	United Kingdom	129,303	18,638,695
	Japan	32,457	15,938,838
87.04.321	Spark ignition trucks, gross vehicle weight exceeding 5 tonnes, use approved by a competent authority	7,000	500,000
	United Kingdom	7,000	500,000
87.04.329	Spark ignition trucks, gross vehicle weight exceeding 5 tonnes, nes	128,084	25,444,919
	United States	22,924	8,228,948
	United Kingdom	100,100	11,024,054
	Japan	5,060	6,191,917
87.04.900	Trucks, nes	120,849	32,581,167
	United States	115,949	32,190,405
	United Kingdom	4,900	390,762

Source: *Bureau of Statistics*, 1994.

Summary

Total imports : G\$4,307,574,858
 Imports from Canada : G\$137,017,953

The above table indicates that total Guyanese imports for 1994 were approximately G\$4.3 billion, of which G\$137 million was attributable to Canadian exports. We can therefore conclude that the market share of Canadian exports is 3.2%.

3. TRENDS

We cannot express a definite view concerning Canadian export trends in the mining sector. For this, we would have had to collect data over several years. However, we note that between 1994 and 1995 the nominal value of Canadian exports increased by 84% from C\$1.7 million to C\$2.2 million.

Furthermore, four Canadian provinces are involved in trade with Guyana associated with the mining industry. The provinces in question are Alberta, British Columbia, Quebec and Ontario; the most significant mining activity in Canada takes place in the latter three provinces.

Table 16: Canadian mining sector exports by province

	1994		1995	
	value (C\$)	(%)	value (C\$)	(%)
Alberta	319	0.0	37,998	1.8
British Columbia	49,751	4.2	882,888	40.9
Ontario	868,720	74.1	747,460	34.6
Quebec	254,347	21.7	490,135	22.7
Total	1,173,137	100	2,158,481	100

Source: Compiled from information obtained from *Statistics Canada*, 1996

In 1994, most Canadian mining sector exports originated in Ontario, which held about three quarters of the Canadian market share. However, we noted a decline of 14% between 1994 and 1995 in the nominal value of exports from Ontario. In parallel, other provinces like British Columbia and Alberta recorded phenomenal growth in their exports. The positive changes posted were 1,674% and 11,811% respectively. Quebec's share also grew by 93% during this period. Accordingly, with the development of the mining sector, the last visit by the President of Guyana to Canada and the interest of Canadian entrepreneurs in Guyana, we believe that trade between the two countries should grow substantially in future years.

SECTION A: PORTRAIT OF THE CLIENTELE

The main factors influencing development of the mining sector are government policies, the economic situation and the geophysical features of a country. These are the decisive variables for establishing a mining project. Since the mining sector is a cyclical industry, it does not generate a constant flow of sales for the suppliers of goods and services associated with this area of activity, which is based on the prospecting and mining projects of the mining companies. From one year to the next, therefore, the sales of a supplier may fluctuate greatly, in accordance with the number and size of projects under way during the period in question. It should be borne in mind that the mining sector is a capital-intensive industry with very large initial costs, while expenses associated with the replacement market are much smaller, given the long service life of the equipment.

1. CHARACTERISTICS OF THE CLIENTELE

The clientele of the suppliers of mining sector products and services can basically be divided into two major groups: retailers and mining companies.

Retailers

The main target of mining equipment and product retailers is small mining companies, who can thus obtain the machinery they need to conduct their operations by visiting the retailers directly. There, they can select the models and brands they want from a relatively limited product range. The brands available in the store (or from a catalogue) are the most popular and best known.

Mining companies

When a mining prospecting or operating company undertakes a mining project, it usually employs a tender call process in order to identify the suppliers of the associated equipment and services. These suppliers must be able to provide a wide range of services in order to meet the requirements of the contracting companies. The suppliers therefore often use subcontractors in order to broaden their range and better meet their clients' needs.

In an ideal situation, tenders are issued at the exploration stage. During this period, the mining companies have already estimated the value of the mineral deposit and have made a decision regarding their intention to mine it. At this point in time, they also know the most appropriate

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type of mining for the characteristics of the deposit and can begin to develop the logistical support they need for their operations.

2. DECISIVE VARIABLES FOR PURCHASES

After meeting with a number of resource persons in the mining sector, we concluded that there are six main decisive variables for the purchase of mining sector equipment.

- ☉ Worker safety
- ☉ Equipment robustness
- ☉ Equipment effectiveness
- ☉ Brand reputation
- ☉ Product quality
- ☉ Experience in similar climates

Worker safety

Mining companies attach great importance to selecting the machinery employed on site. Workers must be able to operate in a safe environment for mining operations. An accident is always unfortunate and the mining companies try to avoid them as much as possible.

Equipment robustness

Mining is a capital-intensive industry and initial investments are extremely large. Furthermore, given the size of those expenses, entrepreneurs wish to capitalize their investments over several years. Mining sector machinery and equipment normally has a service life equal to or longer than the mine operating period. These capital costs can then be written off over a long period (up to 20 years or more). For example, when the Valdes Creek mine in Alaska closed down, some of the equipment was shipped to a gold mine in Guyana.

Equipment effectiveness

The purpose of mining sector research and development is to increase the efficiency and performance of the mining companies. They are therefore constantly on the lookout for technological innovations with a view to better performance. Equipment effectiveness is therefore a decisive variable for the purchase of machinery.

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Brand reputation

The brand reputation is especially important for heavy machinery purchases such as bulldozers and conveyors. Given their high price, it is natural that a mining company will go for "sure value". Caterpillar is the world leader in this regard.

Product quality

In order to avoid accidents or other failures associated with mining, the companies are looking for quality products. This is a way for them to limit the additional costs associated with possible repairs of faulty machinery.

Experience in similar climates

A company's experience in climates similar to Guyana's is a decisive factor for purchases, especially in the case of the services associated with mining. Suppliers of goods and services who have this experience will be able to cope with the following realities: tropical climate, high humidity, heavy rainfall, intense sunlight, etc.

3. CONSUMER SPENDING HABITS

As previously indicated in this report, the equipment used in the mining industry has a long service life, and most purchases are normally made for specific purposes at the initial stage of the project.

Buyers of mining sector products and equipment demonstrate a high degree of brand loyalty, in accordance with their ongoing concern for standardization, which allows the consumer to achieve economies of scale. A certain number of parts must be held in inventory for possible repairs or to replace worn parts. It is extremely expensive to hold and manage an inventory of this kind and the situation becomes even more complex when different equipment brands are used on site. This is therefore a justification for using a specific supplier. It should be pointed out, however, that standardization is sometimes less attractive if one competing company's tender is especially attractive. In other words, a customer will adopt the alternative solution if the initial supplier's prices are much better than competitors' prices.

Apart from the concern of mining companies for standardization, customers tend to buy a certain product line of the same brand out of the concern for complementarity and compatibility. This also allows them to reduce the costs associated with buying mining sector products.

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Most customers normally have two or three main options regarding the choice of suppliers of products, equipment and services. And if they are unable to reach an agreement with one supplier they implement their contingency plan and turn to other suppliers listed among their alternatives.

Last, we should point out that marketing is hardly developed in Guyana. Accordingly, buyers rely mainly on the experience of their competitors to make their choices regarding the brand and type of products for their firm.

4. PURCHASING DECISION

Those who use a mining sector product, equipment or service are not its buyers, except in the case of a small mining company or small operation. Accordingly, those individuals do not make the purchasing decisions. In other words, equipment acquisitions are based on studies and recommendations by the company engineering department. Based on the recommendation of these specialists, management will release the funds required to purchase the equipment.

At the initial operational stage, the contractors issue recommendations and purchase products. If we take the example of an electrical power plant on the site, the engineering consulting firm engaged by the mining company will be responsible for assessing the company's needs and then installing a system adequate for the operation's needs.

According to a document prepared by the Department of Foreign Affairs and International Trade (*Mining: Equipment and Services Directory*, September 1994), a number of Canadian companies have already supplied mining sector equipment and services to Guyanese companies. In addition, many others have indicated their interest in the Guyanese market. Some have also indicated their wish to conclude joint venture agreements or other types of partnership with local firms.

In this section of the report, we will provide a list of Canadian suppliers of products and services used by mining companies, that have already dealt with foreign or local firms established in Guyana. We will also see how they respond to their consumers' needs and who are their direct competitors. We have prepared this list from the information provided to us by these companies.

SECTION B: ANALYSIS OF THE COMPETITION

CANADIAN COMPANIES ACTIVE IN GUYANA

☛ **A.T.S. Electro-Lube International Inc.**

This company manufactures automatic bearing lubricants for equipment and machinery used in the mines. Although A.T.S. Electro-Lube has not yet exported its product to Guyana, it is undertaking a marketing offensive by periodically mailing information brochures on its product and its specifications.

☛ **Bradley W.M. Manufacture**

Bradley W.M. Manufacture is a company specializing in drilling products. This company is active in many regions of the world, including Guyana. Bradley W.M. Manufacture is looking for agents and distributors for its mining prospecting products in order to increase its presence on the American continent.

☛ **C.F. Gleeson & Associates Ltd.**

This consulting firm has already worked in Guyana, where it made its expertise available to Canadian companies wishing to set up in the country. However, Gleeson & Associates has not done any consulting work relating to Guyana in recent years.

☛ **EHA Engineering Ltd.**

This company carried out a feasibility study for Exall Resources, a Canadian mining company established in Guyana.

☛ **Excalibur International Consultants Ltd**

This organization provides consulting services for mining companies. It produced a report on Guyanese gold deposits for the ROMANEX company based in Vancouver. During the last 12 months, its total world exports were approximately C\$3 million. With regard to Guyana in particular, this contract has generated total sales of C\$100,000 for Excalibur International Consultants Ltd over the last five years.

Chapter 2: Market Dynamic

☛ Gemcom Services Inc.

This firm develops and distributes computer software with applications in the mining sector and prospecting. Gemcom Services Inc has supplied computer software to two companies established in Guyana: Golden Star Resources and OGML. Total sales for Guyana in 1995 were US\$14,120, to which a further US\$3,000 must be added for technical support services. GEMCOM products are shipped directly to Guyana by courier.

☛ Harnischfeger Corp. of Canada Ltd.

This Canadian company supplies mining equipment and services and spare parts. Harnischfeger Corp. of Canada Ltd. specializes in surface or open-face mining equipment. The OGML project generated sales for this company. Sales revenues from the Guyanese market vary from year to year but average US\$1,000,000 per year. Guyana is therefore a market of less importance for this company, since its total production is estimated at US\$10,000,000.

Competitors: many

☛ J. Kaehne & Associates Ltd.

This dynamic company has some interest in Guyana, both in the mining sector and in other areas requiring electrical engineering services. J. Kaehne & Associates Ltd. has provided its services to the Cathedral Gold, El Dorado Kaburi and OGML mining companies. OGML generated sales of C\$2,000,000 at the project initial stage. Over the last five years, Guyana has also been the source of revenues on the order of half a million dollars a year. This market therefore represents about 15% of the total sales of J. Kaehne & Associates Ltd. It should be noted, however, that the importance of the mining industry to the operations of this company is declining. The energy sector now represents 60% of their total sales, compared with 40% for the mining sector. Previously, 75% of the Company's sales were attributable to the mining industry.

Competitors: - Monenco AGRA Inc.
- Kilborn Engineering Pacific Ltd.
- SNC-Lavalin Inc.²⁰

²⁰ SNC-Lavalin is a competitor in markets other than Guyana.

Chapter 2: Market Dynamic

☛ Schneider Canada Inc.

Schneider Canada Inc. provided services and electrical equipment in Guyana in connection with the OGML project. In addition, a number of commercial projects with Guyana should soon be completed. This firm is especially competitive in the distribution of medium voltage (40 kV - 1 kV) and low voltage (600 V) products. These products are specially designed to meet the specific needs of consumers. Schneider Canada Inc. supplies electrical distribution and control services to the mining sector on an intermittent basis, since the equipment and services sold have a service life that may continue until the mine's resources are exhausted.

Competitors:

- ABB
- Siemens
- GE
- Cutler Hammer

☛ Svedala Industries Canada Inc.

This company's activities are highly dependent on the world development of the mining industry. Their Stephens-Adamson product line was designed to meet needs for transportation and processing of bulk materials. This company has been very active in the Guyanese mining sector, especially during the initial phase of development of Linmine's activities. Thereafter, Svedala Industries Canada Inc. continued to supply the Guyanese bauxite industry until the recent decline in this activity area. Despite the decline in bauxite mining, however, the company is still receiving some orders from Linmine and Bermine. The OGML project generated sales in excess of C\$10,000,000 for *Svedala Industries Canada Inc.* during the initial development phase. At that time, the company supplied ore crushing, milling and pulverizing machines and conveyors. With the subsequent expansion of mine operations, the company made additional sales of C\$2,000,000.

Competitors: International, not much competition in Canada

Chapter 2: Market Dynamic

OTHER CANADIAN COMPANIES ACTIVE IN GUYANA

ALLIS MINERAL SYSTEMS	PAJARI INSTRUMENTS LTD.
FALCON CONCENTRATORS INC.	R.E.G. MINING PARTS & EQUIPMENT CO.
GEONEX AERODAT INC.	SMART TURNER
GOLDER ASSOCIATES LTD.	STATICON LTD.
HY-G MANUFACTURING INC.	STEPHENS-ADAMSON CANADA
INGERSOLL-DRESSERPUMPCANADA INC.	T.M. ENGINEERING LTD.
JKS BOYLES INC.	TELEDYNE CANADA MINING PRODUCTS
KRETSCHMAR INT'L GEOSCIENCE	TRANSCONTINENTALENGINEEREDPROD.
LONGYEAR CANADA INC.	WALTER DOW ASSOCIATES LTD.
MET-CHEM CANADA INC.	WESTCOAST DRILLING SUPPLIES LTD.
MILLER TECHNOLOGY INC.	WILSON MACHINE COMPANY LTD.

OTHER COMPANIES ACTIVE IN GUYANA (MINING SECTOR)

A-C PUMPS CANADA	DENVER
A-C PUMPS (ITT)	DINGS
ACRISON INTERNATIONAL	DINGS MAGNETIC GROUP
AIR MOVING PRODUCTS	DRUMMOND WELDING
AIR SYSTEM SUPPLIES	DUCON
AJAX MAGNETHERMIC	ERIEZ MAGNETICS
ALLIED	FIAT
ALPHA-LAVAL LTD.	FIRST THERMAL SYSTEMS
ANI	FLYGT
ANI A BACUS	FONTAINE
ATLAS COPCO	FOURNIER
BEDARCO MCGRUER INC.	GALIGHER
BERKELEY	GARDNER DENVER
BICO BADGER	GE (GENERAL ELECTRIC)
BLAIS	HARRISON R. COOPER
BRIGGS & STRATON	HAYWARD GORDON
CATERPILLAR	H. M. FLUID
CHAMCO INDUSTRIES	HTH HEATECH
CHAMPION PNEUMATIC CO.	HYDRO DYNAMICS
CLEAN GAS SYSTEM	ICL ENGINEERING LTD.
CONVEYOR ENG.	IDI ENGINEERING
DEISTER CONCENTRATOR CO.	INDUSTRIAL PUMPS
DELKOR TECHNIK LTD.	INGERSOLL RANDITS RAMSEY

Chapter 2: Market Dynamic

ITT A-C PUMPS
JOHNSON PUMP CANADA
J.P. CANADA
KAVERIT STEEL
KENWORTH
KINERGY CORPORATION
KOBELCO
KOMATSU
KONE
KREBS ENGINEERING
LES INDUSTRIES FOURNIER
LOCHHEAD HAGGERTY
MACK TRUCKS
MASSEY-FERGUSON
MCLELLAN EQUIPMENT
MERRICK
MINE & MILL ENGINEERING
MINERAL DEPOSITS
MINERAL TECHNOLOGIES
NEW YORK BLOWER
NORDBERG
NUTECH SYSTEMS
ORENSTEIN & KOPPEL (O & K)
OMAI CONSTRUCTION
OMAI GOLD MINES
OMI CRANES
OSNA EQUIPMENT
P&H
PARTEK
PATRICK GARNEAU
PEERLESS
PEERLESS PUMPS
PROTECTIVE TECHNOLOGIES
PULLIFT
RAMSEY CANADA
ROBBINS MEYERS
ROBIN NERON
RONAN
SIHI
SIMPLICITY MATERIALS
SPENCER
STANCO
STRUCTURES G.B.
SULLAIR CORPORATION
TARBY
TECHNEIQUIP
TEREX
TEXMARC CONVEYOR CO.
THUNDERBIRD INDUSTRIES
TRANE
UNIFIELD
UNITED AIR SPECIALISTS
UNIVERSAL ENGINEERING
UNIVERSAL FAN
VALLEY SURPLUS
WARMAN INTERNATIONAL
WARTSILA CULLEN DIESEL
WESTECH ENGINEERING
WESTPRO
WILDEN
WORTHINGTON (INGERSOLL DRESSER)

CANADIAN COMPANIES INTERESTED IN GUYANA

ACME ANALYTICAL LABORATORIES
LTD.
AGRA EARTH AND ENVIRONMENT
ASSAYERS CORPORATION INC.
CHEMEX LABS LTD.
COLUMBIA CHROME INDUSTRIES LTD.
CORRIGAN INSTRUMENTATION LTD.
DIMATEC INC.
EXACTRA
FAB-RITE SERVICES LTD.
FRONTIER EQUIPMENT LTD.
GEOTERREX
GOLDEN HILL VENTURES LTD.
GROUPE LAPERRIÈRE & VERREAULT
ONTARIO INC.
HBT AGRA LTD.
HOBIC BIT INDUSTRIES CORP.
JOHN T. HEPBURN LTD.
KAMLOOPS PRECISION MACHINING LTD.

KILBORN ENGINEERING PACIFIC LTD.
KRUPP CANADA INC.
LAKEFIELD RESEARCH
LYNX GEOSYSTEMS INC.
NAT'L COMPRESSED AIR CANADA LTD.
NAUTILUS INT'L CONTROL & ENG. LTD.
NELSON MACHINERY & EQUIPMENT
LTD.
NEW ERA ENGINEERING CORP.
PEARSON, HOFMAN & ASSOCIATES
LTD.
PHOENIX PISTON HYDRAULICS INC.
Q.M. INDUSTRIES LTD.
QUANTEC CONSULTING INC.
RAHNMET '92
ROSCOE POSTLE ASSOCIATES INC.
RST INSTRUMENTS
SCANDINAVIAN GRINDING MILL
SYSTEMS
SURRETTE BATTERY COMPANY LTD.
WIRE ROPE INDUSTRIES LTD.

Please refer to Annex G for a complete list of Canadian companies interested in Guyana or already active on the Guyanese market.

SECTION A: PROMISING OPPORTUNITIES BY PRODUCT

In the previous chapter, we provided a list of Canadian companies active in Guyana or interested in this promising market. Given the anticipated growth of the mining sector in the local economy, there is no doubt that business opportunities exist for Canadian companies. We will therefore present in the table below a list of potential suppliers by mining sector product. It should be borne in mind that the various stages of mining each require equipment with specific functions and uses.

The following list was taken from a document published by the Department of Foreign Affairs and International Trade (*Directory of Canadian Exporters: Mining Equipment and Services*, September 1994). The companies in the list are those that have expressed an interest in the markets of South America, including Guyana.²¹

²¹ South America includes the following countries: Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Falkland Islands, French Guyana, Guyana, Paraguay, Peru, Suriname, Uruguay, Venezuela.

Chapter 3: Potential Opportunities and Market Access

BULK MATERIALS HANDLING

1. Conveyors

Belt cleaners

Corrigan Instrumentation Ltd., Ontario
Krupp Canada Inc., Alberta
R.A.S. Industries Ltd., British Columbia
Redwood Plastics Corp., British Columbia
Scandura Canada, Ontario
Stephens-Adamson Canada, Ontario
Transcontinental Engineered Products Ltd., British Columbia

Belt splicing and vulcanizing equipment

Industrial Rubber Co., New Brunswick

Belt tensioning equipment

FMC of Canada Ltd., Ontario
Krupp Canada Inc., Alberta
R.A.S. Industries Ltd., British Columbia
Stephens-Adamson Canada, Ontario
Transcontinental Engineered Products Ltd., British Columbia
Vibrotech Equipment Inc., Quebec

Belts

Industrial Rubber Co., New Brunswick
Krupp Canada Inc., Alberta
Scandura Canada, Ontario
Stephens-Adamson Canada, Ontario
Transcontinental Engineered Products Ltd., British Columbia

Chapter 3: Potential Opportunities and Market Access

Drive pulleys and idlers

Cloutier's Machine Shop Ltd., Ontario
Fab-Rite Services Ltd., British Columbia
FMC of Canada Ltd., Ontario
Krupp Canada Inc., Alberta
R. A. S. Industries Ltd., British Columbia
Stephens-Adamson Canada, Ontario
Transcontinental Engineered Products Ltd., British Columbia
Vibrotech Equipment Inc., Quebec

Drives

FMC of Canada Ltd., Ontario
Krupp Canada Ltd., Alberta
R. A. S. Industries Ltd., British Columbia
Startco Engineering Ltd., Saskatchewan
Stephens-Adamson Canada, Ontario
Transcontinental Engineered Products Ltd., British Columbia
Vibrotech Equipment Inc., Quebec
Wilson Machine Company Ltd., Quebec
Wismer & Rawlings Electric Ltd., British Columbia

Installations

Baycar Steel Fabricating Ltd., Ontario
Bharti Laamanen Mining Inc., Ontario
Cloutier's Machine Shop Ltd., Ontario
Delta Catalytic Constructors Ltd., British Columbia
Equipements Tardif Inc., Quebec
FMC of Canada Ltd., Ontario
Kilborn Engineering Pacific Ltd., British Columbia
Krupp Canada Inc., Alberta
MacIsaac Mining and Tunelling Company, Ontario
Plant Assistance Services Inc., Ontario
R. A. S. Industries Ltd., British Columbia
Stephens-Adamson Canada, Ontario
Transcontinental Engineered Products Ltd., British Columbia
Vibrotech Equipment Inc., Quebec

Chapter 3: Potential Opportunities and Market Access

Rope, wire

Wire Rope Industries Ltd., Quebec

2. Crushers

Cone and gyratory crushers

Allis Mineral Systems, Ontario

AMSCO Cast Products Inc., Quebec

ESCO Ltd., British Columbia

Krupp Canada Inc., Alberta

Metacor International, Quebec

Rahnmet '92, Ontario

Control systems

Allis Mineral Systems, Ontario

Krupp Canada Inc., Alberta

Startco Engineering Ltd., Saskatchewan

Wismer & Rawlings Electric Ltd., British Columbia

Hammer mills

Allis Mineral Systems, Ontario

AMSCO Cast Products Inc., Quebec

Highland Foundry Ltd., British Columbia

Krupp Canada Inc., Alberta

Chapter 3: Potential Opportunities and Market Access

In-pit crushers

Allis Mineral Systems, Ontario
AMSCO Cast Products Inc., Quebec
Krupp Canada Inc., Alberta
Rahnmet '92, Ontario

Jaw crushers

Allis Mineral Systems, Ontario
AMSCO Cast Products Inc., Quebec
Continuous Mining Systems Ltd., Ontario
ESCO Ltd., British Columbia
Highland Foundry Ltd., British Columbia
Krupp Canada Inc., Alberta
Rahnmet '92, Ontario

Mobile crusher units

Allis Mineral Systems, Ontario
AMSCO Cast Products Inc., Quebec
Krupp Canada Inc., Alberta
Rahnmet '92, Ontario

Rock breakers

Teledyne Canada Mining Products, Ontario

Roll crushers

Allis Mineral Systems, Ontario
AMSCO Cast Products Inc., Quebec
Krupp Canada Inc., Alberta

Chapter 3: Potential Opportunities and Market Access

Wear parts and accessories

Boundary Equipment Co. Ltd., Alberta
ESCO Ltd., British Columbia
Highland Foundry Ltd., British Columbia
Krupp Canada Inc., Alberta
Rahnmet '92, Ontario
Wabi Iron & Steel Corp., Ontario

3. Feeders and feeder breakers

Bharti Laamanen Mining Inc., Ontario
Équipements Tardif Inc., Quebec
FMC of Canada Ltd., Ontario
Krupp Canada Inc., Alberta
Stephens-Adamson Canada, Ontario
Transcontinental Engineered Products Ltd., British Columbia
Vibrotech Equipment Inc., Quebec

4. Material storage

Abrasion-resistant linings

Boundary Equipment Co. Ltd., Alberta
Drummond Welding & Steel Works Ltd., Quebec
Krupp Canada Inc., Alberta
Limpact International Ltd., Ontario
Metacor International, Quebec
Redwood Plastics Corp., British Columbia
Wabi Iron & Steel Corp., Ontario

Bin level indicators

Gedco Controls, Ontario
Milltronics, Ontario
Stephens-Adamson Canada, Ontario

Chapter 3: Potential Opportunities and Market Access

Bins, chutes, hoppers and accessories

Baycar Steel Fabricating Ltd., Ontario
Cloutier's Machine Shop Ltd., Ontario
Coast Steel Fabricators Ltd., British Columbia
Drummond Welding & Steel Works Ltd., Quebec
FMC of Canada Ltd., Ontario
Krupp Canada Inc., Alberta
MacIsaac Mining and Tunelling Company, Ontario
Metacor International, Quebec
Plant Assistance Services Inc., Ontario
Redwood Plastics Corp., British Columbia
Stephens-Adamson Canada, Ontario
Wabi Iron & Steel Corp., Ontario

5. On-line weighing and monitoring systems

Blackbox Automation Inc., Ontario
Krupp Canada Inc., Alberta
Milltronics, Ontario

6. Stackers and reclaimers

Coast Steel Fabricators Ltd., British Columbia
Krupp Canada Inc., Alberta
Mac Isaac Mining and Tunelling Company, Ontario
Softac Systems Ltd., British Columbia
Stephens-Adamson Canada, Ontario
Transcontinental Engineered Products Ltd., British Columbia

Chapter 3: Potential Opportunities and Market Access

ENVIRONMENT

1. Audits

Monenco AGRA Inc., Alberta

2. Diesel engine exhaust cleaners

Diesel Controls Ltd., Ontario

Engine Control Systems Ltd., Ontario

Frontier Equipment Ltd., British Columbia

Miller Technology Inc., Ontario

3. Environmental control

Equipment

3-L Filters Ltd., Ontario

AGRA Earth and Environment, Ontario

Citland Canada Ltd., Ontario

Diesel Controls Ltd., Ontario

Ellett Industries Ltd., British Columbia

FMC of Canada Ltd., Ontario

Groupe Laperrière & Verreault Ontario Inc., Ontario

HBT AGRA Ltd., Alberta

Jasmetech Metal Technologies Inc., Quebec

Logan Drilling Ltd., Nova Scotia

M & I Door Systems Ltd., Ontario

Petro Drilling Company Ltd., Nova Scotia

Research-Cottrell Canada Ltd., Ontario

Schauenburg Industries Ltd., Ontario

Transcontinental Engineered Products Ltd., British Columbia

Turbotak Technologies Inc., Ontario

William R. Perrin Ontario Ltd., Ontario

Chapter 3: Potential Opportunities and Market Access

Services

AGRA Earth and Environment, Ontario

Bharti Laamanen Mining Inc., Ontario

Chagnon International Ltd., Quebec

Chemex Labs Ltd., British Columbia

Citland Canada Ltd., Ontario

Davy International Canada Ltd., Ontario

Engine Control Systems Ltd., Ontario

Fenco MacLaren Inc., Ontario

Geomatics International Inc., Ontario

Golder Associates Ltd., British Columbia

Good fellow Consultants Inc., Ontario

HBT AGRA Ltd., Alberta

INCO Exploration and Technical Services, Ontario

Jan H. Reimers and Associates Inc., Ontario

Jasmetech Metal Technologies Inc., Quebec

Kilborn Engineering Pacific Ltd., British Columbia

Klohn-Crippen Consultants Ltd., British Columbia

Kretschmar International Geoscience Corp., Ontario

Lakefield Research, Ontario

Lupien, Rosenberg & Associates Inc., Quebec

Met-Chem Canada Inc., Quebec

Norecol, Dames and Moore Inc., British Columbia

ORTECH Corp., Ontario

Petro Drilling Company Ltd., Nova Scotia

Research-Cottrell Canada Ltd., Ontario

Roche Ltd., Groupe-Conseils, Quebec

Rocvent Inc., Ontario

SENES Consultants Ltd., Ontario

SIDAM (1992) Inc., Groupe minier, Quebec

Steffen, Robertson & Kirsten (Canada) Inc., British Columbia

Chapter 3: Potential Opportunities and Market Access

4. Environmental monitoring

Equipment

3-L Filters Ltd., Ontario

AGRA Earth and Environment, Ontario

Canterra-Drill Systems, Alberta

Citland Canada Ltd., Ontario

Corrigan Instrumentation Ltd., Ontario

Crone Geophysics & Exploration Ltd., Ontario

Elsag Bailey Inc., Ontario

Geonics Ltd., Ontario

HBT AGRA Ltd., Alberta

Logan Drilling Ltd., Nova Scotia

Petro Drilling Ltd., Nova Scotia

Picodas Groun Inc., Ontario

Research-Cottrell Canada Ltd., Ontario

RMS Instruments, Ontario

Services

AGRA Earth and Environment, Ontario

Associated Mining Consultants Ltd., Alberta

Bharti Laamanen Mining Inc., Ontario Chagnon International Ltd., Quebec

Citland Canada Ltd., Ontario

Davy International Canada Ltd., Ontario

Dighem, Ontario

Elsag Bailey Inc., Ontario

Engine Control Systems Ltd., Ontario

Fenco MacLaren Inc., Ontario

Geomatics International Inc., Ontario

Golder Associates Ltd., British Columbia

Goodfellow Consultants Inc., Ontario

HBT AGRA Ltd., Alberta

INCO Exploration and Technical Services, Ontario

Kilborn Engineering Pacific Ltd., British Columbia

Klohn-Crippen Consultants Ltd, British Columbia

Lakefield Research, Ontario

Luplen, Rosenberg & Associates Inc., Quebec

Lynx Geosystems Inc., British Columbia

Chapter 3: Potential Opportunities and Market Access

Met-Chem Canada Inc., Quebec

Norecol, Dames and Moore Inc., British Columbia

ORTECH Corp., Ontario

Paterson, Grant & Watson Ltd., Ontario

Petro Drilling Company Ltd., Nova Scotia

Picodas Group Inc., Ontario

Research-Cottrell Canada Ltd., Ontario

Roche Ltd., Groupe-Conseils, Quebec

SENES Consultants Ltd., Ontario

Steffen, Robertson & Kirsten (Canada) Inc., British Columbia

5. Environmental remediation

Equipment

3-L Filters Ltd., Ontario

AGRA Earth and Environment, Ontario

Citland Canada Ltd., Ontario

Cominco Engineering Services Ltd., British Columbia

Geonics Ltd., Ontario

HBT AGRA Ltd., Alberta

Jasmetech Metal Technologies Inc., Quebec

Logan Drilling Company Ltd., Nova Scotia

Petro Drilling Company Ltd., Nova Scotia

Research-Cottrell Canada Ltd., Ontario

William R. Perrin Ontario Ltd., Ontario

Chapter 3: Potential Opportunities and Market Access

Services

AGRA Earth and Environment, Ontario

Bharti Laamanen Mining Inc., Ontario

Chagnon International Ltd., Quebec

Citland Canada Ltd., Ontario

Cominco Engineering Services Ltd., British Columbia

Davy International Canada Ltd., Ontario

Delta Catalytic Constructors Ltd., British Columbia

Elsag Bailey Inc., Ontario

Engine Control Systems Ltd., Ontario

Fenco MacLaren Inc., Ontario

Geomatics International Inc., Ontario

Golder Associates Ltd., British Columbia

Goodfellow Consultants Inc., Ontario

HBT AGRA Ltd., Alberta

INCO Exploration and Technical Services, Ontario

Jasmetech Metal Technologies Inc., Quebec

Kilborn Engineering Pacific Ltd., British Columbia

Klohn-Crippen Consultants Ltd., British Columbia

Lakefield Research, Ontario

Lupien, Rosenberg & Associates Inc., Quebec

Lynx Geosystems Inc., British Columbia

Met-Chem Canada Inc., Quebec

Neill and Gunter Ltd., New Brunswick

Norecol, Dames and Moore Inc., British Columbia

ORTECH Corp., Ontario

Petro Drilling Company Ltd., Nova Scotia

Research-Cottrell Canada Ltd., Ontario

Roche Ltd., Groupe-Conseils, Quebec

SENES Consultants Ltd., Ontario

SIDAM (1992) Inc., Groupe minier, Quebec

Steffen, Robertson & Kirsten (Canada) Inc., British Columbia

Chapter 3: Potential Opportunities and Market Access

6. Impact assessment

Monenco AGRA Inc., Alberta
Neill and Gunter Ltd., New Brunswick

7. Mine closure services

AGRA Earth and Environment, Ontario

Associated Mining Consultants Ltd., Alberta
Bharti Laamanen Mining Inc., Ontario
BLM Mincon Inc., Ontario
Chagnon International Ltd., Quebec
Citland Canada Ltd., Ontario
Cominco Engineering Services Ltd., British Columbia
Dynatec International Ltd., Ontario
Fenco MacLaren Inc., Ontario
Geomatics International Inc., Ontario

Golden Hill Ventures Ltd., Yukon Territory

Golder Associates Ltd., British Columbia

HBT AGRA Ltd., Alberta

INCO Exploration and Technical Services, Ontario
Kilborn Engineering Pacific Ltd., British Columbia
Klohn-Crippen Consultants Ltd., British Columbia

Lakefield Research, Ontario

Met-Chem Canada Inc., Quebec

Norecol, Dames and Moore Inc., British Columbia
ORTECH Corp., Ontario

Research-Cottrell Canada Ltd., Ontario

Roche Ltd., Groupe-Conseils, Quebec

SENES Consultants Ltd., Ontario

Steffen, Robertson & Kirsten (Canada) Inc., British Columbia

Chapter 3: Potential Opportunities and Market Access

8. Tailings dams

Golden Hill Ventures Ltd., Yukon Territory

EXPLORATION

1. Aerial mapping services

Eagle Mapping Service Ltd., British Columbia

Geonex Aerodat Inc., Ontario

Geoterrex, Ontario

2. Assaying

Equipment

Chemex Labs Ltd., British Columbia

Corrigan Instrumentation Ltd., Ontario

Geonics Ltd., Ontario

T. M. Engineering Ltd., British Columbia

Services

Acme Analytical Laboratories Ltd., British Columbia

Assayers Corporation Inc., Ontario

Chemex Labs Ltd., British Columbia

Lakefield Research, Ontario

Sherritt Inc., Alberta

SIDAM (1992) Inc., Groupe minier, Quebec

XRAL Laboratories, Ontario

3. Data interpretation services

Excalibur International Consultants Ltd., Ontario

Geomatics International Inc., Ontario

Geonex Aerodat Inc., Ontario

Pearson, Hofman & Associates Ltd., Ontario

4. Diamond drilling

Chapter 3: Potential Opportunities and Market Access

Equipment

Diaset Products Ltd., British Columbia
Hobic Bit Industries Corp., British Columbia
JKS Boyles Inc., Ontario

Services

Diaset Products Ltd., British Columbia
Dynatec International Ltd., Ontario
Petro Drilling Company Ltd., Nova Scotia

5. Drilling

Equipment

Alberta Wire Cloth Inc., Alberta
Bradley W. M. Manufacture, Quebec
Canterra-Drill Systems, Alberta
Connors Drilling Ltd., British Columbia
Diaset Products Ltd., British Columbia
Dimatec Inc., Manitoba
Drillex International of Canada Inc., Ontario
Fordia Ltd., Quebec
Frontier Equipment Ltd., British Columbia
JKS Boyles Inc., Ontario
Logan Drilling Ltd., Nova Scotia
Midnight Sun Drilling Co. Ltd., Yukon Territory
Reeddrill Inc. / Gardner-Denver, Ontario
Westcoast Drilling Supplies Ltd., British Columbia

Services

Alberta Wire Cloth Inc., Alberta
Connors Drilling Ltd., British Columbia
Diaset Products Ltd., British Columbia
Drillex International of Canada Inc., Ontario
Dynatec International Ltd., Ontario
Fenco MacLaren Inc., Ontario
Logan Drilling Ltd., Nova Scotia

Chapter 3: Potential Opportunities and Market Access

Midnight Sun Drilling Co. Ltd., Yukon Territory
Westcoast Drilling Supplies Ltd., British Columbia

6. Exploration software

Crone Geophysics & Exploration Ltd., Ontario
Dighem, Ontario
Excalibur International Consultants Ltd., Ontario
Gemcom Services Inc., British Columbia
Geonex Aerodat Inc., Ontario
Geonics Ltd., Ontario
Geostat Systems International Inc., Quebec
Lynx Geosystems Inc., British Columbia
M. Slinn Engineering, British Columbia
Paterson, Grant & Watson Ltd., Ontario
Quantec Consulting Inc., Ontario
Roscoe Postle Associates Inc., Ontario
Sander Geophysics Ltd., Ontario
SIDAM (1992) Inc., Groupe minier, Quebec

7. Feasibility studies

AGRA Earth and Environment, Ontario
Associated Mining Consultants Ltd., Alberta
Bharti Laamanen Mining Inc., Ontario
Citland Canada Ltd., Ontario
Cominco Engineering Services Ltd., British Columbia
Davy International Canada Ltd., Ontario
Drilllex International of Canada Inc., Ontario
EHA Engineering Ltd., Ontario
Falcon Concentrators Inc., British Columbia
Fenco MacLaren Inc., Ontario
GeoQuest International, Ontario
HBT AGRA Ltd., Alberta
Hillsborough Resources Ltd., Ontario
Kilborn Engineering Pacific Ltd., British Columbia
Klohn-Crippen Consultants Ltd., British Columbia
Kretschmar International Geoscience Corp., Ontario
Lynx Geosystems Inc., British Columbia
MacIsaac Mining and Tunelling Company, Ontario

Chapter 3: Potential Opportunities and Market Access

Met-Chem Canada Inc., Quebec

New Era Engineering Corp., Yukon Territory

Nisymco Inc., Quebec

Pearson, Hofman & Associates Ltd., Ontario

R. L. Moxham Associates, Ontario

Roche Ltd., Groupe-Conseils, Quebec

Roscoe Postle Associates Inc., Ontario

SIDAM (1992) Inc., Groupe minier, Quebec

Steffen, Robertson & Kirsten (Canada) Inc., British Columbia

Watts, Griffis and McQuat Ltd., Ontario

8. Geochemical surveying

Equipment

A. G. O. Environmental Electronics Ltd., British Columbia

Frontier Helicopters, British Columbia

Geonics Ltd., Ontario

Petro Drilling Company Ltd., British Columbia

RST Instruments, British Columbia

Services

C. F. Gleeson & Associates Ltd., Ontario

Fenco MacLaren Inc., Ontario

Geomatics International Inc., Ontario

GeoQuest International, Ontario

Kretschmar International Geoscience Corp., Ontario

Pearson, Hofman & Associates Ltd., Ontario

R. L. Moxham Associates, Ontario

RST Instruments, British Columbia

SIDAM (1992) Inc., Groupe minier, Quebec

XRAL Laboratories, Ontario

Chapter 3: Potential Opportunities and Market Access

9. Geological surveying

Equipment

A. G. O. Environmental Electronics Ltd., British Columbia
Citland Canada Ltd., Ontario
Diaset Products Ltd., British Columbia
Dighem, Ontario
Frontier Helicopters, British Columbia
Gem Systems Inc., Ontario
Geonics Ltd., Ontario
Longyear Canada Inc., Ontario
National Compressed Air Canada Ltd., Ontario
Pajari Instruments Ltd., Ontario
Picodas Group Inc., Ontario
RMS Instruments, Ontario
Sander Geophysics Ltd., Ontario
W. Sodin (Gravity) Ltd., Ontario

Services

Acme Analytical Laboratories Ltd., British Columbia
AGRA Earth and Environment, Ontario
Associated Mining Consultants Ltd., Alberta
C. F. Gleeson & Associates Ltd., Ontario
Citland Canada Ltd., Ontario
Diaset Products Ltd., British Columbia
Dighem, Ontario
Geomatics International Inc., Ontario
GeoQuest International, Ontario
Golder Associates Ltd., British Columbia
Kretschmar International Geoscience Corp., Ontario
Longyear Canada Inc., Ontario
New Era Engineering Corp., Yukon Territory
Pajari Instruments Ltd., Ontario
Paterson, Grant & Watson Ltd., Ontario
Pearson, Hofman & Associates Ltd., Ontario
R. L. Moxham Associates, Ontario
Roche Ltd., Groupe-Conseils, Quebec
Roscoe Postle Associates Inc., Ontario

Chapter 3: Potential Opportunities and Market Access

Sander Geophysics Ltd., Ontario
SIDAM (1992) Inc., Groupe minier, Quebec
Trueman Consulting Ltd., British Columbia
W. Sodin (Gravity) Ltd., Ontario
Watts, Griffis and McOuat Ltd., Ontario

10. Geophysical surveying

Airborne services

Geoterrex, Ontario

Equipment

Citland Canada Ltd., Ontario
Crone Geophysics & Exploration Ltd., Ontario
Dighem, Ontario
National Compressed Air Canada Ltd., Ontario
Petro Drilling Company Ltd., Nova Scotia
Quantec Consulting Inc., Ontario
RMS Instruments, Ontario
SAGAX Géophysique Inc., Quebec
Sander Geophysics Ltd., Ontario

Services

Citland Canada Ltd., Ontario
Crone Geophysics & Exploration Ltd., Ontario
Dighem, Ontario
Excalibur International Consultants Ltd., Ontario
Geoterrex, Ontario
Paterson, Grant & Watson Ltd., Ontario
Petro Drilling Company Ltd., Nova Scotia
Quantec Consulting Inc., Ontario
SAGAX Géophysique Inc., Quebec
Sander Geophysics Ltd., Ontario
SIDAM (1992) Inc., Groupe minier, Quebec

11. Geotechnical services

John D. Smith Engineering Associates Ltd., Ontario

Chapter 3: Potential Opportunities and Market Access

12. Ground survey control

Eagle Mapping Service Ltd., British Columbia

13. Ore reserve estimates

Associated Mining Consultants Ltd., Alberta

Bharti Laamanen Mining Inc., Ontario

Cominco Engineering Services Ltd., British Columbia

Davy International Canada Ltd., Ontario

Geomatics International Inc., Ontario

GeoQuest International, Ontario

Geostat Systems International Inc., Quebec

Hillsborough Resources Ltd., Ontario

Kilborn Engineering Pacific Ltd., British Columbia

Lynx Geosystems Inc., British Columbia

Met-Chem Canada Inc., Quebec

New Era Engineering Corp., Yukon Territory

Pearson, Hofman & Associates Ltd., Ontario

R. L. Moxham Associates, Ontario

Roche Ltd., Groupe-Conseils, Quebec

Roscoe Postle Associates Inc., Ontario

SIDAM (1992) Inc., Groupe minier, Quebec

Steffen, Robertson & Kirsten (Canada) Inc., British Columbia

Trueman Consulting Ltd., British Columbia

14. Reverse circulation rotary drilling services

Dynatec International Ltd., Ontario

Midnight Sun Drilling Co. Ltd., Yukon Territory

15. Rock mechanics

John D. Smith Engineering Associates Ltd., Ontario

Chapter 3: Potential Opportunities and Market Access

GENERAL

1. Air compressors

Portable

B. McDowell Equipment Ltd., Ontario
Canterra-Drill Systems, Alberta
Continuous Mining Systems Ltd., Ontario
Drillex International of Canada Inc., Ontario
Miller Technology Inc., Ontario
Rocvent Inc., Ontario
Rotair Industries Ltd., British Columbia

Stationary

B. McDowell Equipment Ltd., Ontario
Rocvent Inc., Ontario
Rotair Industries Ltd., British Columbia
Transcontinental Engineered Products Ltd., British Columbia

2. Blasting

Anfo loaders and carriers

B. McDowell Equipment Ltd., Ontario
Baycar Steel Fabricating Ltd., Ontario
MacIsaac Mining and Tunelling Company, Ontario
Miller Technology Inc., Ontario

Anfo mixers and chargers

Miller Technology Inc., Ontario

Blast monitoring equipment

Bharti Laamanen Mining Inc., Ontario
BLM Mincon Inc., Ontario
RST Instruments, British Columbia

Chapter 3: Potential Opportunities and Market Access

Detonators, exploders and fuses

KNJ Dion Enterprises Inc., Quebec
SEAR Search & Rescue Equipment Ltd., British Columbia

Explosives

SEAR Search & Rescue Equipment Ltd., British Columbia

3. Boilers, package

Coast Steel Fabricators Ltd., British Columbia

4. Construction management

Delta Catalytic Constructors Ltd., British Columbia
Kilborn Engineering Pacific Ltd., British Columbia
Monenco AGRA Inc., Alberta
Roscoe Postle Associates Inc., Ontario

5. Electrical equipment

Switchgear products

Patton & Cooke Ltd., British Columbia
Schneider Canada Inc., Ontario

6. Custom metal products

Metacor International, Quebec
Nor-Arc Steel Fabricators, Ontario

7. Financial analysis

Roscoe Postle Associates Inc., Ontario

8. Generators

Simpson Power Products Ltd., British Columbia

Chapter 3: Potential Opportunities and Market Access

9. Ion exchange - Condensate polishers, demineralizers

EIMCO Process Equipment, Ontario

10. Machinery

Bearings, shaft couplings

Q. M. Industries Ltd., British Columbia

Braking systems

Johnson Industries Ltd., British Columbia

Custom fabrication

Earl's Industries Ltd., British Columbia

Ellett Industries Ltd., British Columbia

Repair and overhaul

Kamloops Precision Machining Ltd., British Columbia

Nelson Machinery & Equipment Ltd., British Columbia

Nor-Arc Steel Fabricators, Ontario

11. Mine automation

Hinz Consulting Ltd., Saskatchewan

12. Mine development

Golden Hill Ventures Ltd., Yukon Territory

John D. Smith Engineering Associates Ltd., Ontario

Monenco AGRA Inc., Alberta

13. Mine management consulting

Associated Mining Consultants Ltd., Alberta

Bharti Laamanen Mining Inc., Ontario

Cominco Engineering Services Ltd., British Columbia

Chapter 3: Potential Opportunities and Market Access

Davy International Canada Ltd., Ontario
Dynatec International Ltd., Ontario
Falcon Concentrators Inc., British Columbia
Fenco MacLaren Inc., Ontario
Hillsborough Resources Ltd., Ontario
Kilborn Engineering Pacific Ltd., British Columbia
New Era Engineering Corp., Yukon Territory
Norecol, Dames and Moore Inc., British Columbia
Roche Ltd., Groupe-Conseils, Quebec
SIDAM (1992) Inc., Groupe minier, Quebec
Steffen, Robertson & Kirsten (Canada) Inc., British Columbia
Walter Dow Associates Ltd., Ontario
Watts, Griffis and McOuat Ltd., Ontario

14. Mine management systems

Jasmetech Metal Technologies Inc., Quebec

15. Mining contracting

Golden Hill Ventures Ltd., Yukon Territory

16. Piping systems

Van Ingen Services Ltd., British Columbia

17. Procurement services

Citland Canada Ltd., Ontario
Hillsborough Resources Ltd., Ontario
Kilborn Engineering Pacific Ltd., British Columbia
Monenco AGRA Inc., Alberta
Nelson Machinery & Equipment Ltd., British Columbia

Chapter 3: Potential Opportunities and Market Access

18. Pumps

Acid

Groupe Laperrière & Verreault Ontario Inc., Ontario
Ingersoll-Dresser Pump Canada Inc., Ontario
Smart Turner, Ontario
Toyo Pumps North America Corp., British Columbia
Wabi Iron & Steel Corp., Ontario

High head

Frontier Equipment Ltd., British Columbia
Ingersoll-Dresser Pump Canada Inc., Ontario
Smart Turner, Ontario
Toyo Pumps North America Corp., British Columbia
Wabi Iron & Steel Corp., Ontario

Metering

Groupe Laperrière & Verreault Ontario Inc., Ontario
Limpact International Ltd., Ontario

Solids handling

BLM Mincon Inc., Ontario
Groupe Laperrière & Verreault Ontario Inc., Ontario
Industrial Rubber Co., New Brunswick
Ingersoll-Dresser Pump Canada Inc., Ontario
Smart Turner, Ontario
Toyo Pumps North America Corp., British Columbia
Wabi Iron & Steel Corp., Ontario

Submersible

B. McDowell Equipment Ltd., Ontario
Ingersoll-Dresser Pump Canada Inc., Ontario
Toyo Pumps North America Corp., British Columbia
Wabi Iron & Steel Corp., Ontario

Chapter 3: Potential Opportunities and Market Access

Water

Ingersoll-Dresser Pump Canada Inc., Ontario

Wear-resistant, lined

Groupe Laperrière & Verreault Ontario Inc., Ontario

Industrial Rubber Co., New Brunswick

Ingersoll-Dresser Pump Canada Inc., Ontario

Kamloops Precision Machining Ltd., British Columbia

Metal 7 Inc., Quebec

Redwood Plastics Corp., British Columbia

Toyo Pumps North America Corp., British Columbia

Wabi Iron & Steel Corp., Ontario

19. Rock breaker booms

Earl's Industries Ltd., British Columbia

20. Software

Custom designed

Canmet, Ontario

Northern Computer Systems Inc., Ontario

Health and safety monitoring

Northern Computer Systems Inc., Ontario

Mine modelling

Gemcom Services Inc., British Columbia

Kilborn Engineering Pacific Ltd., British Columbia

M. Slinn Engineering, British Columbia

Process simulation

Canmet, Ontario

Gemcom Services Inc., British Columbia

Chapter 3: Potential Opportunities and Market Access

Geostat Systems International Inc., Quebec

Production control

Canmet, Ontario

Northern Computer Systems Inc., Ontario

21. Structures

Britco Structures Ltd., British Columbia

Jasmetech Metal Technologies Inc., Quebec

Weatherhaven Resources Ltd., British Columbia

22. Surveying equipment

Face profiling equipment

Optech Systems Corp., Ontario

Laser guidance systems

Blackbox Automation Inc., Ontario

Marland Enterprises Inc., British Columbia

Laser surveying

BLM Mincon Inc., Ontario

Stope surveying

Optech Systems Corp., Ontario

23. Vehicle components

Attachments for heavy machinery

IMAC Design Group Ltd., British Columbia

Bearing lubricant

Chapter 3: Potential Opportunities and Market Access

A. T. S. Electro-Lube International Inc., British Columbia

Diesel engines/powertrain components

B. McDowell Equipment Ltd., Ontario
Engine Control Systems Ltd., Ontario
Frontier Equipment Ltd., British Columbia

Other parts and accessories

LHD Equipment Ltd., Ontario

Refuelling systems

Matt's Manufacturing Inc., Alberta

Rims, wheels

Rimex Supply Ltd., British Columbia

Suspension units

Columbia Chrome Industries Ltd., British Columbia

Tire inflating products

Exactra, Ontario

Tires, off-highway

Industrial Rubber Co., New Brunswick

24. Waste handling systems

J. F. Fitzpatrick Industries Inc., Ontario

25. Winches

Pullmaster Winch Corp., British Columbia
Timberland Equipment Ltd., Ontario

Chapter 3: Potential Opportunities and Market Access

MINERAL PROCESSING

1. Assaying and sampling

Equipment

Corrigan Instrumentation Ltd., Ontario
Falcon Concentrators Inc., British Columbia
Heath & Sherwood (1964) Ltd., Ontario
T. M. Engineering Ltd., British Columbia

Services

Acme Analytical Laboratories Ltd., British Columbia
Assayers Corporation Inc., Ontario
Chemex Labs Ltd., British Columbia
EHA Engineering Ltd., Ontario
Falcon Concentrators Inc., British Columbia
Lakefield Research, Ontario
New Era Engineering Corp., Yukon Territory
Pearson, Hofman & Associates Ltd., Ontario
Sherritt Inc., Alberta
SIDAM (1992) Inc., Groupe minier, Quebec

2. Autoclaves

Drummond Welding & Steel Works Ltd., Quebec
Ellett Industries Ltd., British Columbia
Sherritt inc., Alberta

3. Classification

Centrifugal classifiers

Falcon Concentrators Inc., British Columbia

Cyclones

Highland Foundry Ltd., British Columbia
Industrial Rubber Co., New Brunswick

Chapter 3: Potential Opportunities and Market Access

Wabi Iron & Steel Corp., Ontario

Hydraulic classifiers

Groupe Laperrière & Verreault Ontario Inc., Ontario

Mechanical classifiers

EIMCO Process Equipment, Ontario

4. Cranes and hoists

Norelco Industries Ltd., British Columbia

5. Filtration and thickening

Belt filters

EIMCO Process Equipment, Ontario

Groupe Laperrière & Verreault Ontario Inc., Ontario

William R. Perrin Ontario Ltd., Ontario

Centrifuges

Falcon Concentrators Inc., British Columbia

Clarifiers-thickeners

EIMCO Process Equipment, Ontario

FMC of Canada Ltd., Ontario

Groupe Laperrière & Verreault Ontario Inc., Ontario

William R. Perrin Ontario Ltd., Ontario

Disk and drum filters

EIMCO Process Equipment, Ontario

Groupe Laperrière & Verreault Ontario Inc., Ontario

Filter cloth and accessories

Chapter 3: Potential Opportunities and Market Access

Alberta Wire Cloth Inc., Alberta

Pressure filters

3-L Filters Ltd., Ontario

Drummond Welding & Steel Works Ltd., Quebec

EIMCO Process Equipment, Ontario

William R. Perrin Ontario Ltd., Ontario

6. Flotation equipment

Agitators and mixers

Metal 7 Inc., Quebec

Scandinavian Grinding Mill Systems Inc., Ontario

Air flotation units

Baycar Steel Fabricating Ltd., Ontario

Coast Steel Fabricators Ltd., British Columbia

EIMCO Process Equipment, Ontario

Column flotation units

Cominco Engineering Services Ltd., British Columbia

Groupe Laperrière & Verreault Ontario Inc., Ontario

Chapter 3: Potential Opportunities and Market Access

Conditioners

Scandinavian Grinding Mill Systems Inc., Ontario

Mechanical flotation units

Baycar Steel Fabricating Ltd., Ontario

EIMCO Process Equipment, Ontario

Groupe Laperrière & Verreault Ontario Inc., Ontario

Scandinavian Grinding Mill Systems Inc., Ontario

7. Grinders

Autogenous, semi-autogenous

Allis Mineral Systems, Ontario

Boundary Equipment Co., Alberta

Rahnmet '92, Ontario

Scandinavian Grinding Mill Systems Inc., Ontario

Grinding media

Moly-Cop Canada, British Columbia

Scandinavian Grinding Mill Systems Inc., Ontario

Impact mills

Allis Mineral Systems, Ontario

Highland Foundry Ltd., British Columbia

Mill linings and accessories

Allis Mineral Systems, Ontario

AMSCO Cast Products Inc., Quebec

Heath & Sherwood (1964) Ltd., Ontario

Highland Foundry Ltd., British Columbia

Industrial Rubber Co., New Brunswick

Limpact International Ltd., Ontario

Rahnmet '92, Ontario

Scandinavian Grinding Mill Systems Inc., Ontario

Chapter 3: Potential Opportunities and Market Access

Wabi Iron & Steel Corp., Ontario

8. Kilns and dryers

Allis Mineral Systems, Ontario
Ellett Industries Ltd., British Columbia
FMC of Canada Ltd., Ontario
Scandinavian Iron & Steel Corp., Ontario

9. Metallurgical engineering

Pilot plant testing

Hy-G Manufacturing Inc., British Columbia
Lakefield Research, Ontario

Plant design

AGRA Earth and Environment, Ontario
Associated Mining Consultants Ltd., Alberta
Citland Canada Ltd., Ontario
Cominco Engineering Services Ltd., British Columbia
Corrigan Instrumentation Ltd., Ontario
Davy International Canada Ltd., Ontario
EHA Engineering Ltd., Ontario
Ellett Industries Ltd., British Columbia
Hy-G Manufacturing Inc., British Columbia
INCO Exploration and Technical Services, Ontario
J. Kaehne & Associates Inc., British Columbia
Jan H. Reimers and Associates Inc., Ontario
Kilborn Engineering Pacific Ltd., British Columbia
Lakefield Research, Ontario
Met-Chem Canada Inc., Quebec
Neill and Gunter Ltd., New Brunswick
New Era Engineering Corp., Yukon Territory
Nisymco Inc., Quebec
Plant Assistance Services Inc., Ontario
Roche Ltd., Groupe-Conseils, Quebec
Scandinavian Grinding Mill Systems Inc., Ontario
Sherritt Inc., Alberta

Chapter 3: Potential Opportunities and Market Access

SIDAM (1992) Inc., Groupe minier, Quebec
Walter Dow Associates Ltd., Ontario

Process design and improvement

AGRA Earth and Environment, Ontario
Associated Mining Consultants Ltd., Alberta
Bharti Laamanen Mining Inc., Ontario
Citland Canada Ltd., Ontario
Cominco Engineering Services Ltd., British Columbia
Corrigan Instrumentation Ltd., Ontario
Davy International Canada Ltd., Ontario
EHA Engineering Ltd., Ontario
Ellett Industries Ltd., British Columbia
INCO Exploration and Technical Services, Ontario
J. Kaehne & Associates Ltd., British Columbia
Jan H. Reimers and Associates Inc., Ontario
Jasmetech Metal Technologies Inc., Quebec
Kilborn Engineering Pacific Ltd., British Columbia
Lakefield Research, Ontario
Met-Chem Canada Inc., Quebec
Monenco AGRA Inc., Alberta
New Era Engineering Corp., Yukon Territory
Nisymco Inc., Quebec
Plant Assistance Services Inc., Ontario
Roche Ltd., Groupe-Conseils, Quebec
Scandinavian Grinding Mill Systems Inc., Ontario
Sherritt Inc., Alberta
SIDAM (1992) Inc., Groupe minier, Quebec
Watts, Griffis and McOuat Ltd., Ontario

10. Pipework

Steel

Drummond Welding & Steel Works Ltd., Quebec
Ellett Industries Ltd., British Columbia
Équipements Tardif Inc., Quebec
Metacor International, Quebec
Scandinavian Grinding Mill Systems Inc., Ontario

Chapter 3: Potential Opportunities and Market Access

Van Ingen Services Ltd., British Columbia

Wear-resistant, lined/polyurethane

Boundary Equipment Co. Ltd., Alberta
Drummond Welding & Steel Works Ltd., Quebec
Elasto-Valve Rubber Products Inc., Ontario
Metacor International, Quebec
Redwood Plastics Corp., British Columbia

11. Pond/pad liners

Industrial Rubber Co., New Brunswick
Klohn-Crippen Consultants Ltd., British Columbia

12. Process control equipment

Analysers and samplers

Elsag Bailey Inc., Ontario

Control systems

Elsag Bailey Inc., Ontario
Milltronics, Ontario
Softac Systems Ltd., British Columbia, British Columbia

Laboratory equipment and pilot plants

Jasmetech Metal Technologies Inc., Quebec
Lakefield Research, Ontario

Metal detectors

Corrigan Instrumentation Ltd., Ontario
Softac Systems Ltd., British Columbia

Particle size monitors

Elsag Bailey Inc., Ontario

Chapter 3: Potential Opportunities and Market Access

13. Reagents and chemicals

Flotation reagents

Lakefield Research, Ontario

Sherritt Inc., Alberta

Hydrometallurgical reagents

Jasmetech Metal Technologies Inc., Quebec

Sherritt Inc., Alberta

Reagent handling and feeders

Jasmetech Metal Technologies Inc., Quebec

Limpact International Ltd., Ontario

14. Screening and sizing

Rotary trommel

Earl's Industries Ltd., British Columbia

Screen docks, metal

Allis Mineral Systems, Ontario

Boundary Equipment Co. Ltd., Alberta

Groupe Laperrière & Verreault Ontario Inc., Ontario

Highland Foundry Ltd., British Columbia

Major Wire Industries Ltd., Quebec

Scandinavian Grinding Mill Systems Inc., Ontario

Wabi Iron & Steel Corp., Ontario

Screen docks, polyurethane and rubber

Allis Mineral Systems, Ontario

Boundary Equipment Co. Ltd., Alberta

Screening machines

Chapter 3: Potential Opportunities and Market Access

Alberta Wire Cloth Inc., Alberta
Allis Mineral Systems, Ontario
Équipements Tardif Inc., Québec
Groupe Laperrière & Verreault Ontario Inc., Ontario
Metal 7 Inc., Québec
Separator Engineering Ltd., Ontario
T. M. Engineering Ltd., British Columbia
Vibrotech Equipment Inc., Québec

Screening machine wear parts and accessories

Allis Mineral Systems, Ontario

15. Separation, dry

Electrostatic, magnetic

Metacor International, Québec

Pneumatic

Metacor International, Québec
Scandinavian Grinding Mill Systems Inc., Ontario

16. Separation, wet

Centrifugal concentrators

Falcon Concentrators Inc., British Columbia
Hy-G Manufacturing Inc., British Columbia
Knelson Gold Concentrators Inc., British Columbia
Metacor International, Québec
Scandinavian Grinding Mill Systems Inc., Ontario

Cones and spirals

Highland Foundry Ltd., British Columbia
Scandinavian Grinding Mill Systems Inc., Ontario

Chapter 3: Potential Opportunities and Market Access

Dense medium

EIMCO Process Equipment, Ontario

Magnetic, high intensity

Scandinavian Grinding Mill Systems Inc., Ontario

Mobile processing plants

Cominco Engineering Services Ltd., British Columbia

EIMCO Process Equipment, Ontario

Knelson Gold Concentrators Inc., British Columbia

Tables

Boundary Equipment Co. Ltd., Alberta

Scandinavian Grinding Mill Systems Inc., Ontario

17. Tanks

Cloutier's Machine Shop Ltd., Ontario

Coast Steel Fabricators Ltd., British Columbia

Drummond Welding & Steel Works Ltd., Quebec

Ellett Industries Ltd., British Columbia

Metacor International, Quebec

Nor-Arc Steel Fabricators, Ontario

SMELTING AND REFINING

1. Concentrate preparation

Fluidization

Groupe Laperrière & Verreault Ontario Inc., Ontario

Hearth roasting

Highland Foundry Ltd., British Columbia

Wabi Iron & Steel Corp., Ontario

Chapter 3: Potential Opportunities and Market Access

Roasting, sintering and pelletizing

Groupe Laperrière & Verreault Ontario Inc., Ontario

Wabi Iron & Steel Corp., Ontario

Rotary kilns

Ellett Industries Ltd., British Columbia

Highland Foundry Ltd., British Columbia

Wabi Iron & Steel Corp., Ontario

Suspension or flash roasting

Wabi Iron & Steel Corp., Ontario

2. Evaporative cooling

Turbopak Technologies Inc., Ontario

3. Hydrometallurgical engineering services

Sherritt Inc., Alberta

4. Pyrometallurgical engineering

Plant design

Cominco Engineering Services Ltd., British Columbia

Davy International Canada Ltd., Ontario

J. Kaehne & Associates Ltd., British Columbia

Jan H. Reimers and Associates Inc., Ontario

Kilborn Engineering Pacific Ltd., British Columbia

Neill and Gunter Ltd., New Brunswick

Nisymco Inc., Quebec

SIDAM (1002) Inc., Groupe minier, Quebec

Chapter 3: Potential Opportunities and Market Access

Process design and improvement

Cominco Engineering Services Ltd., British Columbia

Davy International Canada Ltd., Ontario

J. Kaehne & Associates Ltd., British Columbia

Jan H. Reimers and Associates Inc., Ontario

Kilborn Engineering Pacific Ltd., British Columbia

Nisymco Inc., Quebec

ORTECH Corp., Ontario

SIDAM (1992) Inc., Groupe minier, Quebec

5. Refining equipment

Anode handling equipment

Cominco Engineering Services Ltd., British Columbia

John T. Hepburn Ltd., Ontario

Wabi Iron & Steel Corp., Ontario

Scrap washers

Cominco Engineering Services Ltd., British Columbia

Starter sheets

Cominco Engineering Services Ltd., British Columbia

Limpact International Ltd., Ontario

Tankhouse equipment

Cominco Engineering Services Ltd., British Columbia

John T. Hepburn Ltd., Ontario

Chapter 3: Potential Opportunities and Market Access

6. Smelting furnaces and converters

Heath & Sherwood (1964) Ltd., Ontario
Wismer & Rawlings Electric Ltd., British Columbia

SURFACE MINING

1. Alluvial mining

Bucket-line dredges

AMSCO Cast Products Inc., Quebec
ESCO Ltd., British Columbia
Krupp Canada Inc., Alberta
Metacor International, Quebec
Wabi Iron & Steel Corp., Ontario

Cutter/suction dredges

ESCO Ltd., British Columbia
Krupp Canada Inc., Alberta
Toyo Pumps North America Corp., British Columbia
Wabi Iron & Steel Corp., Ontario

2. Ancillary vehicles

Crawlers and wheeled dozers/crawler loaders

Leon-Ram Enterprises Inc., Saskatchewan
Miller Technology Inc., Ontario
Phoenix Piston Hydraulics Inc., Alberta
Thomas Equipment Ltd., New Brunswick

Chapter 3: Potential Opportunities and Market Access

Graders

Miller Technology Inc., Ontario
Phoenix Piston Hydraulics Inc., Alberta

Remote control

Blackbox Automation Inc., Ontario

Utility vehicles, rough terrain, cranes, etc.

Canterra-Drill Systems, Alberta
Coast Steel Fabricators Ltd., British Columbia
Matt's Manufacturing Inc., Alberta
Miller Technology Inc., Ontario
Motivation Industrial Equipment Ltd., Ontario
Sellick Equipment Ltd., Ontario
Thomas Equipment Ltd., New Brunswick

3. Boom assemblies

Earl's Industries Ltd., British Columbia

4. Drilling equipment

Blasthole drills

Continuous Mining Systems Ltd., Ontario
Drillex International of Canada Inc., Ontario
Harnischfeger Corp. of Canada Ltd., British Columbia
Midnight Sun Drilling Co. Ltd., Yukon Territory
National Compressed Air Canada Ltd., Ontario
Reedrill Inc. / Gardner-Denver, Ontario
Tamrock EJC Canada Ltd., Ontario
Westcoast Drilling Supplies Ltd., British Columbia
Wilson Machine Company Ltd., Quebec

Blasthole drill consumables

Atlas Specialty Steels, Ontario

Chapter 3: Potential Opportunities and Market Access

Drillex International of Canada Inc., Ontario
National Compressed Air Canada Ltd., Ontario
Reedrill Inc. / Gardner-Denver, Ontario
Sandvik Rock Tools, Quebec
Saxum Canada Inc., Ontario
Westcoast Drilling Supplies Ltd., British Columbia
Wilson Machine Company Ltd., Quebec

Drill inclination equipment

Canterra-Drill Systems, Alberta
Drillex International of Canada Inc., Ontario
Logan Drilling Ltd., Nova Scotia
Midnight Sun Drilling Co. Ltd., Yukon Territory
Reedrill Inc. / Gardner-Denver, Ontario
Tamrock EJC Canada Ltd., Ontario

Pitwall dewatering

Dynatec International Ltd., Ontario

Rock boring equipment

Miller Technology Inc., Ontario

5. Haulage vehicles

Off-highway tow trucks

Hercules Equipment Ltd., British Columbia

Chapter 3: Potential Opportunities and Market Access

Off-highway trucks, articulated

Canterra-Drill Systems, Alberta
Chagnon International Ltd., Quebec
Knight Trailer Company Inc., British Columbia
Tamrock EJC Canada Ltd., Ontario

Off-highway trucks, bottom dump

Chagnon International Ltd., Quebec
Knight Trailer Company Inc., British Columbia

Off-highway trucks, rear dump, electric

Canterra-Drill Systems, Alberta
Chagnon International Ltd., Quebec
Knight Trailer Company Inc., British Columbia

Off-highway trucks, rear dump, mechanical

B. McDowell Equipment Ltd., Ontario
Canterra-Drill Systems, Alberta
Chagnon International Ltd., Quebec
Challenger Manufacturing Ltd., British Columbia
Knight Trailer Company Inc., British Columbia
Tamrock EJC Canada Ltd., Ontario

Vehicle automation

Blackbox Automation Inc., Ontario
Knight Trailer Company Inc., British Columbia
Wenco International Mining Systems Ltd., British Columbia

Chapter 3: Potential Opportunities and Market Access

6. Impact breakers

AMSCO Cast Products Inc., Quebec
Highland Foundry Ltd., British Columbia
Miller Technology Inc., Ontario
Teledyne Canada Mining Products, Ontario

7. Mining engineering

AGRA Earth and Environment, Ontario
Associated Mining Consultants Ltd., Alberta
Bharti Laamanen Mining Inc., Ontario
Citland Canada Ltd., Ontario
Cominco Engineering Services Ltd., British Columbia
Davy International Canada Ltd., Ontario
Fenco MacLaren Inc., Ontario
Golder Associates Ltd., British Columbia
Hillsborough Resources Ltd., Ontario
J. Kaehne & Associates Ltd., British Columbia
John D. Smith Engineering Associates Ltd., Ontario
John T. Hepburn Ltd., Ontario
Kilborn Engineering Pacific Ltd., British Columbia
Klohn-Crippen Consultants Ltd., British Columbia
M. Slinn Engineering, British Columbia
MacIsaac Mining and Tunelling Company, Ontario
Met-Chem Canada Inc., Quebec
Monenco AGRA Inc., Alberta
New Era Engineering Corp., Yukon Territory
Nisymco Inc., Quebec
Pearson, Hofman & Associates Ltd., Ontario
Plant Assistance Services Inc., Ontario
Roche Ltd., Groupe-conseils, Quebec
Roscoe Postle Associates Inc., Ontario
SIDAM (1992) Inc., Groupe minier, Quebec
Walter Dow Associates Ltd., Ontario
Watts, Griffis and McQuat Ltd., Ontario

8. Monitoring and control

Pit design and simulation software

Chapter 3: Potential Opportunities and Market Access

BLM Mincon Inc., Ontario

Citland Canada Ltd., Ontario

Gemcom Services Inc., British Columbia

Geostat Systems International Inc., Quebec

M. Slinn Engineering, British Columbia

Roche Ltd., Groupe-conseils, Quebec

Vehicle dispatch and monitoring systems

Blackbox Automation Inc., Ontario

Hinz Consulting Ltd., Saskatchewan

Wenco International Mining Systems Ltd., British Columbia

9. Opencast and open pit mining excavators

Bucket-wheel excavators

AMSCO Cast Products Inc., Quebec

B. McDowell Equipment Ltd., Ontario

Boundary Equipment Co. Ltd., Alberta

Coast Steel Fabricators Ltd., British Columbia

ESCO Ltd., British Columbia

Krupp Canada Inc., Alberta

Continuous surface miners

Boundary Equipment Co. Ltd., Alberta

Draglines

AMSCO Cast Products Inc., Quebec

B. McDowell Equipment Ltd., Ontario

Boundary Equipment Co. Ltd., Alberta

ESCO Ltd., British Columbia

Harnischfeger Corp. of Canada Ltd., British Columbia

Hydraulic excavators

B. McDowell Equipment Ltd., Ontario

Boundary Equipment Co. Ltd., Alberta

Chapter 3: Potential Opportunities and Market Access

ESCO Ltd., British Columbia

Fab-Rite Services Ltd., British Columbia

Harnischfeger Corp. of Canada Ltd., British Columbia

Phoenix Piston Hydraulics Inc., Alberta

Mining shovels, electric

AMSCO Cast Products Inc., Quebec

Boundary Equipment Co. Ltd., Alberta

ESCO Ltd., British Columbia

Fab-Rite Services Ltd., British Columbia

Harnischfeger Corp. of Canada Ltd., British Columbia

Rope, wire

Wire Rope Industries Ltd., Quebec

Slope hoisting systems

John T. Hepburn Ltd., Ontario

Wheel loaders

B. McDowell Equipment Ltd., Ontario

Boundary Equipment Co. Ltd., Alberta

Leon-Ram Enterprises Inc., Saskatchewan

Miller Technology Inc., Ontario

Phoenix Piston Hydraulics Inc., Alberta

Thomas Equipment Ltd., New Brunswick

10. Shovel buckets, blades and wear parts

AMSCO Cast Products Inc., Quebec

Baycar Steel Fabricating Ltd., Ontario

ESCO Ltd., British Columbia

Fab-Rite Services Ltd., British Columbia

Harnischfeger Corp. of Canada Ltd., British Columbia

Highland Foundry Ltd., British Columbia

IMAC Design Group Ltd., British Columbia

Limpact International Ltd., Ontario

Chapter 3: Potential Opportunities and Market Access

Maclsaac Mining and Tunelling Company, Ontario
Valley Blades Ltd., Ontario

Chapter 3: Potential Opportunities and Market Access

SECTION B: ACCESS

Canadian firms in the mining sector normally look for a local agent in order to sell their products and/or services. The second type of alliance or contact sought, in order of preference, is joint ventures, followed by distributors.

Canadian companies are very interested in the South American countries. This geographical region attracts 63% of the total number of firms active on these markets.²² The South American countries of greatest interest to Canadians are Chile (41%), Venezuela (26%), Peru (23%), Brazil (19%), Argentina (15%) and Colombia (15%). These countries are also included in the 15 countries in which Canadian companies are most active. Guyana is of interest to 11% of these firms. It should be noted that interest is measured here in terms of the number of firms involved in trade with these countries, as opposed to the volume of their exports.

Despite their interest in the Guyanese market, many Canadian firms could never become established in Guyana or involved in trade with this country, given the difficulty in obtaining information possibly leading to identification of a business opportunity. We have already determined that the ideal time to sell mining sector products and services is the exploratory phase. During this period, the supplier can already begin to plan its sales, based on its evaluation of the anticipated needs of the mining company. However, it will have to overcome two major problems. The first relates to management of the licence granting process. This is often inefficient and the controls are lax. This means that not all companies are listed. There is also an additional problem relating to the inability of the authorities responsible for managing the mining heritage to specify the point in time when a project reaches the operational phase. However, for a company with a genuine interest in Guyana, there are several ways to get around these obstacles. The key to success lies in establishing contacts. We therefore recommend that potential suppliers keep abreast of current developments at least once a month. A number of Canadian mining companies are operating in Guyana and these should be the basis for a good business network. In addition, a number of trade publications, such as *The Northern Miner*, are excellent information sources. The Internet is also an efficient way to obtain information. For example, the Asian Development Bank has set up a Web site listing mining projects and their progress. We must, however, issue a warning concerning the sometimes misleading publications available to mining entrepreneurs. Mining companies sometimes add ore

²² The Department of Foreign Affairs and International Trade, in cooperation with CAMESE, listed a total of 293 Canadian companies in the mining sector in 1994. Of this total, 184 were then active in South America.

Chapter 3: Potential Opportunities and Market Access

to the sample provided for laboratory analysis. As a result, the deposit is identified as having a content superior to its actual content, thus increasing the value. In other words, the price of shares in this mining company will rise substantially on the basis of fraudulent analyses. The shareholders will make money until the fraud is discovered and the mining product and service supplier will have spent time and money in vain in pursuing a non-existent business opportunity. It is therefore important for the supplier to be well acquainted with the people he is dealing with and obtain references as required.

Another way to obtain information is to purchase some shares in a mining company. These are inexpensive (\$0.50 per share) and automatically put the owner on the company's mailing list. The shareholder thus receives accurate information periodically and is kept abreast of all major developments concerning the mining company's operations.

Chapter 3: Potential Opportunities and Market Access

SECTION C: DISTRIBUTION AND SHIPMENT

Most equipment shipped to Guyana arrives in the country by ship from the port of Houston in Texas. The route includes a stage on the Demerara River as far as Lied, where the goods are transhipped. They are then carried by truck through the tropical forest to their final destination or to a barge or ferry. If necessary, the equipment is carried to the far shore to the consignee.

Canadian heavy machinery is usually shipped partly assembled to the United States (Houston). Given the large size of this equipment, transportation laws require that it be accompanied by a large convoy, which would result in heavy costs. The shipping costs and the related problems would therefore not justify selling this machinery, since no profits would be made. Heavy equipment from Canada is therefore assembled in the United States or even in Guyana itself. For example, Canadian electrical equipment is put together into a complex assembly and the electrical system is made up of a large number of components. Under industry practice, the contracting company assembles a pilot plant in Canada, which resembles the plant intended for Guyana in every way. Then after the project is tested and its performance evaluated and corrections made as required, the electrical system is partly disassembled to facilitate shipping. On reaching its destination, the electrical power plant is again assembled in accordance with the plans and the experience gained in Canada with the pilot project.

Logistics

The mining industry has three main components: mining, processing and logistics. The latter component is of vital importance for the management of a mining company. Its influence was made clear to us during an interview with the management of OGML. Logistics is the most important aspect in this activity area, since mining and processing depend on it.

CHAPTER 4: REGULATORY FRAMEWORK

SECTION A: CUSTOMS AND CUSTOMS TARIFFS

To encourage investment in the mining sector, a number of incentives have already been established in the area of customs and applicable tariffs. In addition, with the elimination of tariff barriers - as a result of market globalization - it is also anticipated that export taxes will eventually be completely abolished. In the meantime, the following tariffs are still in effect for key mining sector machinery and equipment. A consumption tax is also applicable to imported goods.

1. TARIFFS

Table 17: Customs tariffs and consumption taxes on certain key mining sector equipment

Code	Item	Tariff (%)	Tax (%)
84.02.001	Steam or vapour generating boilers, nes	5	free
84.02.009	Parts of steam or vapor generating boilers, nes	5	free
84.13.70	Centrifugal pumps, nes	5	10
84.13.81	Pumps, nes	5	10
84.13.919	Parts of pumps for liquid, nes	5	10
84.19.90	Parts of machinery for the treatment of materials involving a change of T°	5	10
84.27.20	Self-propelled works trucks, nes	5	free
84.29.11	Bulldozers and angledozers, crawler type	5	free
84.29.19	Bulldozers and angledozers, nes	5	free
84.29.20	Graders and levellers	5	free
84.29.51	Front-end shovel loaders	5	free
84.29.52	Shovels and excavators with a 360° revolving superstructure	5	free
84.29.59	Self-propelled excavating machinery, nes	5	free
84.30.10	Pile-drivers and pile-extractors	5	free
84.30.31	Self-propelled rock cutters and tunneling machinery	5	free

Chapter 4: Regulatory Framework

Code	Item	Tariff (%)	Tax (%)
84.30.39	Rock cutters and tunneling machinery	5	free
84.30.41	Boring or sinking machinery, nes, self-propelled	5	free
84.30.49	Boring or sinking machinery, nes	5	free
84.30.50	Machinery, nes, self-propelled, for the treatment of metals/ore deposits	5	free
84.30.60	Machinery, nes, non-self-propelled, for the treatment of metals/ore deposits	5	free
84.31.10	Parts of the goods of tariff item 84.25	5	10
84.31.20	Parts of fork-lift and other works trucks fitted with lifting equipment	5	10
84.31.31	Parts of lifts, ship hoists or escalators	5	10
84.31.39	Parts of lifting, handling, loading or unloading machinery, nes	5	10
84.31.41	Parts of buckets, shovels, etc.	5	10
84.31.42	Bulldozer or angledozer blades	5	10
84.31.43	Parts of boring or sinking machinery, whether or not self-propelled	5	10
84.31.491	Parts of bulldozers, excavators and other machinery, nes	5	10
84.31.499	Other parts of machinery, nes	5	10
84.59.001	Milling machines, nes, numerically controlled for removing metal	5	free
84.74.10	Sorting, screening, separating or washing machines for stone, ores, etc.	5	free
84.74.20	Crushing or grinding machines for stone, ores, etc.	5	free
84.74.90	Parts of crushing, grinding, sorting, screening, separating or washing machines for stone/ores	5	free
84.79.89	Machines and mechanical appliances having individual functions, nes	5	10
84.79.90	Parts of machines and mechanical appliances having individual functions, nes	5	10
85.04.30	Electric power transformers, nes	5	free
85.04.40	Electric static converters	5	30
85.08.10	Drills, hand-held, with self-contained electric motor	5	30
85.08.80	Hand tools with self-contained electric motor	5	30
85.08.90	Parts of hand tools with self-contained electric motor	5	30
85.37.00	Boards, panels, etc. for the distribution of electricity	15	10
85.38.10	Boards, panels, etc. under tariff item 85.37, not equipped with their apparatus	20	10
86.09.00	Cargo containers designed to be carried by one or more modes of transport	5	10

Chapter 4: Regulatory Framework

Code	Item	Tariff (%)	Tax (%)
87.01.20	Road tractors for semi-trailers (truck tractors)	5	free
87.01.909	Wheeled tractors, used, nes	5	free
87.04.10	Dumpers designed for off-highway use	10	30
87.04.211	Trucks (max 5 tonnes), compression ignition (diesel/semi-diesel), approved	5	30
87.04.219	Trucks (max 5 tonnes), compression ignition (diesel/semi-diesel)	10	30
87.04.221	Trucks (5 to 20 tonnes), compression ignition (diesel/semi-diesel), approved	5	30
87.04.229	Trucks (5 to 20 tonnes), compression ignition (diesel/semi-diesel)	10	30
87.04.239	Trucks (exceeding 20 tonnes), compression ignition (diesel/semi-diesel)	10	30
87.04.311	Spark ignition trucks, approved	5	30
87.04.319	Spark ignition trucks, nes	10	30

Source: *Tariff Schedule, 1994 & Various amendments, 1994-5.*

Although the customs tariffs and consumption taxes presented in the above table are applicable, mining companies can obtain exemptions with the approval of the government departments in question. When special agreements are made, customs tariffs or consumption taxes may be eliminated.

2. PROCEDURE

When exported goods arrive in Guyana, responsibility for them is normally assumed by a customs broker, who sees to it that the appropriate documentation is provided and the required forms completed. It should be noted that in many cases the agents are themselves brokers and provide these customs clearance services (John Fernandes or Tecmarine, for example, for shipments by sea). However, if the exporter decides to undertake these procedures itself, it will have to be aware of the national requirements. Examples of completed forms and blank copies are provided in Annex D, to familiarize vendors with Guyanese procedures. However, we would like to bring the following points to the attention of Canadian exporters.

Chapter 4: Regulatory Framework

WORK SHEET

Rot #

This is the rotation number assigned to any international vessel or aircraft for commercial freight.

D.O.R.

"D.O.R." is an abbreviation for "Date of Report", the date of arrival at the destination.

F.O.B. Value on Invoice

Most business transactions with Guyana are on a C.I.F. (Cost, Insurance, Freight) basis. If, however, it is an F.O.B. (Free on Board) export, the exporter must enter the value of the goods shipped in the currency in which the transaction took place.

Fr. Ins. & Other Costs

This space is reserved for the value of the cargo and the insurance. Sometimes the goods are not insured. By government order, however, it is now mandatory to enter insurance of a minimum of 1% of the F.O.B. value of the goods. This rule was recently introduced by the value of goods evaluation committee and the Guyanese Customs and Excise Department.

C.I.F. Value

"C.I.F. Value" represents the total of the amounts on the two previous lines.

Rate of exchange

The official exchange rates for imports and exports of goods are 134 G\$/US\$ and 97 G\$/C\$. Customs duties must be paid in local currency, which accounts for the need to convert at the rate in effect.

Item 1

This part of the form is for details of the goods exported, using the international harmonized code. It should be noted that different items can be entered under the same number, provided

Chapter 4: Regulatory Framework

they can be grouped under the item description. It is therefore unnecessary to consider them separately.

FORM C72 (A), (B)

These two forms are complementary and Part B (Continuation Sheet) is only the continuation of the main form. Most of the information requested can be retranscribed from the Work Sheet. However, we would like to provide the following explanations to clarify or facilitate understanding of the customs documents.

Regime

The (import/export) regime is especially important for completing the form. Various codes are applicable. Further information is provided in Annex D.

Country of Origin

The code for Canada is "CAN". This is used to identify the origin of the exported goods.

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B/L or AWB No.

"B/L or AWB No." is an abbreviation for Bill of Lading or Air Waybill No. It is mandatory for these documents to accompany the goods, and they are required by the Customs and Excise Department to clear the goods shipped. (An example is provided in Annex D).

Once the goods reach their destination, the consignee has 30 days to claim its property. If this deadline is not met, the goods are sold by auction after three months. However, if the goods are to be re-exported to another destination, they can be stored for 90 days subject to the deposit of an amount covering 100% of the applicable customs duties.

SECTION B: TECHNICAL STANDARDS

In view of its status as a so-called "developing" country, Guyana is highly dependent on the international organizations for loans and other types of financial liquidity. However, these favours are normally subject to conditions. Thus, when the Guyanese government requests a certain sum of money to implement a mining project, an organization such as the International Monetary Fund will in return require compliance with specific standards, usually North American or European standards. Restrictions of this kind are more and more common. Recipient countries have therefore decided to adopt these standards, whether or not on a voluntary basis. Accordingly, most of the mining equipment and machinery shipped to Guyana will already have been approved by such associations as the CSA (Canadian Standards Association), ANSI (American Standards Institute), ISO (International Standards Organization), BS (British Standards), OSHA (Occupational Safety and Health Association), IEEE (Institute of Electrical and Electronic Engineers) and/or UL (Underwriters Laboratories).

A list of these standards applicable in Canada for various mining sector products is provided below.

Table 18: Canadian and international standards relating to the mining sector

Standard Number	Area of application
CAN3-C13-M83	Instrument Transformers
CAN3-C13.1-M79	Capacitor Voltage Transformers
CAN3-C17-M84	Alternating Current Electricity Metering
CAN3-C155-M84	Shunt Capacitors for AC Power Systems
CAN3-C235-83	Preferred Voltage Levels for AC Systems, 0 to 50,000 V
CAN3-Z107.54-M85	Procedure for Measurement of Sound and Vibration Due to Blasting Operations
CAN3-Z271-M84	Safety Code for Suspended Powered Platforms
CAN/CSA-C2-M91	Single-Phase and Three-Phase Distribution Transformers, Types ONAN and LNAN
CAN/CSA-C22.2 No.0.3.-92	Test Methods for Electrical Wires and Cables
CAN/CSA-C22.2 No.4-M89	Enclosed Switches

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Standard Number	Area of application
CAN/CSA-C22.2 No.5.1-M91	Moulded Case Circuit Breakers
CAN/CSA-C22.2 No.5.2-M90	Moulded Case Switches
CAN/CSA-C22.2 No.48-M90	Nonmetallic Sheathed Cable
CAN/CSA-C22.2 No.49-92	Flexible Cords and Cables
CAN/CSA-C22.2 No.96-M92	Portable Power Cables
CAN/CSA-C22.2 No.108-M89	Liquid Pumps
CAN/CSA-C22.2 No.122-M1989	Hand-Held Electrically Heated Tools
CAN/CSA-C22.2 No.126-M91	Cable Tray Systems
CAN/CSA-C22.2 No.130.1-M90	Heat-Tracing Cable Systems for Use in Industrial Locations
CAN/CSA-C22.2 No.157-92	Intrinsically Safe and Non-Incendive Equipment for Use in Hazardous Locations
CAN/CSA-C22.2 No.165-92	Electric Boilers
CAN/CSA-C22.2 No.239-M91	Control and Instrumentation Cables
CAN/CSA-C22.2 No.241-M91 (IEEE 404)	IEEE Standard for Cable joints for Use with Extruded Dielectric Cable Rated 5,000 V Through 46,000 V and Cable joints for Use with Laminated Dielectric Cable Rated 2,500 V Through 500,000 V
CAN/CSA-C22.2 No.242-92 (IEEE 48)	IEEE Standard Test Procedures and Requirements for High-Voltage Alternating-Current Cable Terminations
CAN/CSA-C49.1-M87	Round Wire, Concentric Lay, Overhead Electrical Conductors
CAN/CSA-C68.1-92	Impregnated Paper-Insulated Metallic-Sheathed Cable, Solid Type
CAN/CSA-C88-M90	Power Transformers and Reactors
CAN/CSA-C156.1-M86	Ceramic and Glass Station Post Insulators
CAN/CSA-C156.3-M86	Test Methods for Station Post Insulators
CAN/CSA-C227.2-88	Three-Phase, Live-Front, Pad-Mounted Distribution Transformers
CAN/CSA-C227.3-M91	Low-Profile, Single-Phase, Dead-Front, Pad-Mounted Distribution Transformers
CAN/CSA-C411.1-M89	AC Suspension Insulators
CAN/CSA-G4-92	Steel Wire Rope for General Purpose and for Mine Hoisting and Mine Haulage

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Standard Number	Area of application
CAN/CSA-M421-93	Use of Electricity in Mines
CAN/CSA-M422-M87	Fire-Performance and Antistatic Requirements for Conveyor Belting
CAN/CSA-M423-M87	Fire-Resistant Hydraulic Fluids
CAN/CSA-M427-M91	Fire-Performance and Antistatic Requirements for Ventilation Materials
CAN/CSA-M430-90	Roof and Rock Bolts, and Accessories
CAN/CSA-Z94.1-92	Industrial Protective Headwear
CAN/CSA-Z94.3-92	Industrial Eye and Face Protectors
CAN/CSA-Z107.32-M86	Test Procedure for the Measurement of Sound Emitted from Construction, Forestry, and Mining Machines to the Operator Station and Exterior of the Machine
CAN/CSA-Z195-M92	Protective Footwear
CAN/CSA-Z256-M87	Safety Code for Material Hoists
CAN/CSA-Z259.1-95	Safety Belts and Lanyards
CAN/CSA-Z275.3-M86	Occupational Safety Code for Construction Work in Compressed Air

Source: *CSA Catalogue 1996*, December 1995

SECTION C: BUSINESS LAW

1. FORMATION OF A FIRM

There are three main ways for Guyanese companies or foreign companies established in Guyana to form a firm: individual business or sole proprietorship, partnership and limited company. The financial risk associated with the first form of organization is extremely high, since the proprietor assumes unlimited liability for his firm's financial obligations. An individual enterprise is also the simplest way to form a firm and does not involve a long process to set it up. In fact, the procedures can be completed in a single day, through a registration under the *Business Name Registration Act 95.1 Laws of Guyana*. Limited companies are governed by the 1995 *Companies Act*. The owners of such firms benefit from limited liability. In other words, their personal assets cannot be seized to pay creditors in the case of a bankruptcy. We should add that in order to incorporate a limited company, the owners will have to consult a lawyer who will ensure completion of the appropriate actions and procedures. Unlike the two other types of firm formation, partnerships are uncommon in Guyana.

2. TAX SYSTEM

Under a Canada-Guyana double taxation agreement, Canadian investors can become established in Guyana and operate their businesses without being subject to unnecessary taxation. In other words, this agreement avoids excessive taxation of the profits of Canadian companies. This is therefore an additional incentive to setting up operations in Guyana.

For further information on taxes in force, please refer to Annex D.

3. INVESTMENT AND PARTNERSHIPS

Management of the exploitation of Guyana's mineral resources is governed by the 1989 Mining Act, which came into force in 1992 and covers all mineral reserves other than petroleum. When a company sets up in the Guyanese mining sector, it must negotiate all the contract terms before undertaking any prospecting activities. A typical agreement will consist of the following:

- ⊗ a mining prospecting licence for three years covering an area of 50 km²;

Chapter 4: Regulatory Framework

- ⊗ conversion of the expired prospecting licence into a 20-year mining licence;
- ⊗ a commitment by the mining company to operate in such a way as to generate production of US\$1.5 million over a three-year period;
- ⊗ the firm is entitled to terminate its operations at the end of any year.

Bilateral relations between Canada and Guyana are excellent, which must inevitably contribute to facilitating investments and partnership agreements between these two countries. It should be borne in mind that it was a Canadian initiative that led to Guyana's receiving international aid in the 1980s, at a time when the country was in a deep economic slump. The least expensive form of partnership for a Canadian company would be to identify an agent or distributor for the purpose of exporting mining products and equipment. Little use has so far been made of franchising. It should be noted that there is also a strong demand for joint venture agreements, which allow the Canadian entrepreneur to remain in control and closely supervise management of its operations.

4. REPATRIATION OF PROFITS

Foreign investors are subject to a 6.25% dividend tax in order to limit to some extent the repatriation of operating profits. However, this "constraint" can be avoided if the foreign company elects to invest an amount equivalent to the tax in other mining prospecting projects in Guyana, in compliance with the Mining Act.

CHAPTER 5: MAIN RESOURCE PERSONS

CANADIAN GOVERNMENT

STANDARDS COUNCIL OF CANADA

Customer Service Division
45, O'Connor Street, Suite 1200
Ottawa, Ontario
K1P 6N7 CANADA
Tel. : (613) 238-3222
Fax : (613) 995-4564
Contact : **Fadly Barsoum**, Information Officer

CANADIAN HIGH COMMISSION

Young and High Streets
(P.O. Box 10880) Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 72081
Fax : (592-2) 58380
Contact : **Lyriss Primo**, Commercial Officer

DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE

Latin America and Caribbean Trade Division
Lester B. Pearson Building
125 Sussex Drive
Ottawa, Ontario
K1A 0G2 CANADA
Tel. : (613) 943-8807
Fax : (613) 943-8806
Contact : **Tom Bearss**, International Trade Officer

Chapter 5: Main resource persons

NATURAL RESOURCES CANADA

Mining Sector

460 O'Connor Street

Ottawa, Ontario

K1A 0E4 CANADA

Tel. : (613) 947-6580

Fax : (613) 952-7501

Contact : **Gilles Couturier**, Senior Economist, Precious Metals

GOVERNMENT OF GUYANA

HIGH COMMISSION FOR GUYANA

151, Slater Street, Suite 309

Ottawa, Ontario

K1P 5H3 CANADA

Tel. : (613) 235-7249

Fax : (613) 235-1447

Contact : **Ms. Jennifer L. Wills**, First Secretary

POTENTIAL CUSTOMERS

☛ **AGRO PARTS MINING EQUIPMENT**

236 W 1/2 South Road
Lacytown, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 61280
Fax : (592-2) 61280

☛ **AMATUK TRADING CO. LTD.** ²³

149 Pike Street
Kitty, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 78579
Fax : Non disponible

☛ **AQUATIC PROTECTION PRODUCTS** ²⁴

2 Charles Street
Charlestown, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 59749
Fax : (592-2) 59749

²³ This company imports mining sector machinery and equipment which it purchases in batches solely from the United Kingdom. In other words, Amatuk submits an overall tender in response to the needs of a specific mining company. Mr. Jahman Persaud (Director of Amatuk's Mines Division) has indicated genuine interest in Canadian and American products. He is planning to take a trip soon to explore the potential for dealing with North America. His major customers are small and medium entrepreneurs. He sells good quality new, used or reconditioned products. During a telephone discussion, he indicated that "Berkeley" brand pumps are very well known to Guyanese consumers. However, they are too expensive (US\$3,500) for most local entrepreneurs, given their relatively small incomes. There would therefore be a definite potential for pumps of a competing brand.

²⁴ Among a wide range of products, Aquatic Protection Products sells water pumps used in the mining sector, imported from the United States under the "Briggs & Stratton" trademark. The CEO of this firm is Mr. Salim Khan.

Chapter 5: Main resource persons

CAMS

132 Regent Road
Bourda, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 59074
Fax : Not available

CENTRAL GARAGE OF GUYANA LTD.

7 Avenue of The Republic
Robbstown, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 62401
Fax : (592-2) 57896

CROWN MINING SUPPLIES

163 Crown Street
Queenstown, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 64213
Fax : (592-2) 54768

JOHIL COMMERCIAL & TRANSPORT AGENCY

27 North Road
Bourda, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 75350
Fax : Not available

LESLIE KISHUN'S ENTERPRISE

59 Grant 1806 Crabwood Creek
Corentyne
Cooperative Republic of Guyana
Tel. : (592-39) 2449
Fax : Not available

Chapter 5: Main resource persons

MACORP MACHINERY CORPORATION OF GUYANA

26 Providence Village

East Bank Demerara

Cooperative Republic of Guyana

Tel. : (592-65) 4887

Fax : (592-65) 4885

In addition to retailers of mining products and equipment, the mining companies established in Guyana are also important potential customers (see Annex F).

SECTOR EXPERTS AND AGENTS

BANKS AND OTHER CREDIT INSTITUTIONS

BANK OF BARODA

10 Avenue of the Republic
Stabroek, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 64005
Fax : (592-2) 72627

BANK OF GUYANA

Avenue of the Republic
Stabroek, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 63251
Fax : (592-2) 72965

BANK OF NOVA SCOTIA

Regent & Hincks Streets
Robbstown, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 62633
Fax : (592-2) 57985

CITIZENS BANK (GUY) LTD

201 Camp & Charlotte Streets
North Cummingsburg, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 61705
Fax : (592-2) 61719

Chapter 5: Main resource persons

☛ **DEMERARA BANK LIMITED**

230 Camp & South Streets
North Cummingsburg, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 50610
Fax : (592-2) 50601

☛ **GUYANA BANK FOR TRADE AND INDUSTRY LTD.**

47-48 Water Street
Cummingsburg, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 68431
Fax : (592-2) 71612

☛ **GUYANA CO-OPERATIVE AGRICULTURAL & INDUSTRIAL DEVELOPMENT BANK**

126 Barrack & Parade Streets
Kingston, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 58806
Fax : (592-2) 68260

☛ **INTER-AMERICAN DEVELOPMENT BANK**

47 High Street
Kingston, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 57889
Fax : (592-2) 57138

☛ **NATIONAL BANK OF INDUSTRY & COMMERCE LTD.**

38-40 Water Street
Cummingsburg, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 61691
Fax : (592-2) 72921

Chapter 5: Main resource persons

LEGAL FIRMS

BOSTON & BOSTON
2 Croal Street
Stabroek, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 58248
Fax : (592-2) 59905

CAMERON AND SHEPHERD
2 Avenue of the Republic
(P.O. Box 10109)
Newtown, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 62671
Fax : (592-2) 67809

CHAPMAN & TROTMAN
228 South Street
Lacytown, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 65043
Fax : (592-2) 70994

CLARKE & MARTIN
7 Brickdam & Manget Place
Stabroek, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 64055
Fax : (592-2) 63907

Chapter 5: Main resource persons

FITZPATRICK, DE CAIRES & KARRAN

80 Cowan Street
Kingston, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 61126
Fax : (592-2) 62522

HUGHES, FIELDS & STOBY

62 Hadfield & Cross Streets
Werk-en-Rust, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 64978
Fax : (592-2) 51996

LUCKHOO & LUCKHOO

1 Croal Street
Stabroek, Georgetown
Tel. : (592-2) 59232
Fax : (592-2) 56301

ROBINSON, DONALD A.A. ATTORNEY-AT-LAW

7 Croal Street
Stabroek, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 69983
Fax : (592-2) 68016

Chapter 5: Main resource persons

ACCOUNTING FIRMS

USP BARCELLOS, NARINE & CO.
106 Lamaha Street
(P.O. Box 10829)
North Cummingsburg, Georgetown
Tel. : (592-2) 58915
Fax : (592-2) 65340

USP BISHESWAR & CO.
212 Camp Street
North Cummingsburg, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 62078
Fax : (592-2) 62079

USP BOB DHORAY & CO.
185 Charlotte & King Streets
Lacytown, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 68508
Fax : (592-2) 68508

USP CHRISTOPHER L. RAM & CO.
157 C Waterloo Street
Cummingsburg, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 60322
Fax : (592-2) 54221

Chapter 5: Main resource persons

DELOITTE & TOUCHE
77 Brickdam
Brickdam, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 63226
Fax : (592-2) 57578

JACK A. ALLI, SONS & CO.
145 Crown & Oronoque Streets
Queenstown, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 62904
Fax : (592-2) 53849

KPMG PEAT MARWICK
65 Main Street
Kingston, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 78825
Fax : (592-2) 78824

L. A. ATHERLY & CO.
64 Brickdam
Stabroek, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 58981
Fax : (592-2) 51059

PRICE WATERHOUSE
145 Crown Street
Queenstown, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 62904
Fax : (592-2) 53849

Chapter 5: Main resource persons

☛ **W. N. JAMES ASSOCIATES**
64 Middle Street
Lacytown, Georgetown
Cooperative Republic of Guyana
Tel. : (592-2) 61218
Fax : (592-2) 75653

CONSULTING FIRMS

☛ **CHC JAMES & CO LTD**
42 Robb Street
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Contact : **Clarence James**, Director

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1500 Illinois Street
Golden, Colorado
80401 USA
Tel. : (303) 273-3000
Fax : (303) 674-6631
Contact : **Dr Eul-Soo Pang**, Ph. D.

☛ **CONSULTING GEOLOGISTS AND MINING PROFILES**
1835 Alkire Street
Golden, Colorado
80401 USA
Tel. : (303) 232-1553
Fax : (303) 232-1553
Contact : **Dr Fred Barnard**, Consultant

☛ **INSTITUTE OF APPLIED SCIENCE AND TECHNOLOGY**
UG Compound
Turkeyn, Georgetown
Tel. : (592-22) 4214
Fax : (592-22) 4229

Chapter 5: Main resource persons

Contact : **Roshandeen Habibullah, Director**

☛ **VANGUARD CONSULTING LTD.**

Box 172

101-1184 Denman Street

Vancouver, British Columbia

V6G 1M9 CANADA

Tel. : (604) 681-3234

Fax : (604) 681-4166

Contact : **David Koffin, President**

ASSOCIATIONS

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Calgary, Alberta

CANADA

Tel. : (403) 691-6426

Fax : (403) 241-9460

Contact : **Dr. Raj Singhal**

Dates : October 31 to November 3, 1995

☛ **5th INT'L SYMPOSIUM ON MINE PLANNING AND EQUIPMENT SELECTION**

Sao Paulo, Brazil

Tel. : (55-11) 818-5322

Fax : (55-11) 818-5721

Contact : **Prof. Wildor Hannies**

Dates : October 22 to 25, 1996

Chapter 5: Main resource persons

MINING ASSOCIATION OF CANADA

350 Sparks Street, Suite 809
Ottawa, Ontario
K1R 7S8 CANADA
Tel. : (613) 233-9391
Fax : (613) 233-8897
Contact : **George C. Miller**, President

CANADIAN ASSOCIATION OF MINING EQP'T AND SERVICES EXPORTERS (CAMESE)

345 Renfrew Drive, Suite 101
Markham, Ontario
L3R 9S9 CANADA
Tel. : (905) 513-0046
Fax : (905) 513-1834
Contact : **R. Spencer Ramshaw**, Market Analyst

"KEEP MINING IN CANADA" CAMPAIGN

Mining Association of Canada
1 Eglinton Avenue East, Suite 700
Toronto, Ontario
M4P 3A1 CANADA
Tel. : (416) 480-7342
Fax : (416) 483-4945
Contact : **Eileen Wykes**, Coordinator

MACHINERY AND EQUIPMENT MANUFACTURERS ASSOCIATION OF CANADA

116, rue Albert, Suite 701
Ottawa, Ontario
K1P 5G3 CANADA
Tel. : (613) 232-7213
Fax : (613) 232-7381
Contact : **Lloyd Beverly**, President

Chapter 5: Main resource persons

☞ CANADIAN INSTITUTE OF MINING, METALLURGY AND PETROLEUM

1 Place Alexis Nihon, Tour Xerox
3400, boul. De Maisonneuve Ouest, Suite 1210
Montreal, Quebec
H3Z 3B8 CANADA
Tel. : (514) 939-2710
Fax : (514) 939-2714
Contact : **Jo-Anne Watier**, Coordinator

☞ MINING ASSOCIATION OF BRITISH COLUMBIA

1066 W Hastings, Suite 860
P.O. Box 12540
Vancouver, British Columbia
V6E 3X1 CANADA
Tel. : (604) 681-4321
Fax : (604) 681-5305
Contact : **Gary Livingstone**, President/CEO

☞ ONTARIO MINING ASSOCIATION (OMA)

111 Richmond Street West, Suite 1114
Toronto, Ontario
M5H 2G4 CANADA
Tel. : (416) 364-9301
Fax : (416) 364-5986
Contact : **Patrick Reid**, President

☞ SOCIÉTÉ QUÉBÉCOISE D'EXPLORATION MINIERE (SOQEM)

Place Belle Cour
2590, boul. Laurier, Suite 600
Sainte-Foy, Québec
G1V 4M6 CANADA
Tel. : (418) 658-5400
Fax : (418) 658-5459
Contact : **Denis Landry**, Deputy Director General

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☛ **ALLIANCE OF MANUFACTURERS AND EXPORTERS CANADA**

75 International Boul., Suite 400
Toronto, Ontario
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Tel. : (416) 798-8000
Fax : (416) 798-8050
Contact : **Stephen Van Houten**, President

☛ **CANADIAN IMPORTERS ASSOCIATION INC.**

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Toronto, Ontario
M5G 2E8 CANADA
Tel. : (416) 595-5333
Fax : (416) 595-8226
Contact : **Donald McArthur**, President

☛ **BERBICE CHAMBER OF COMMERCE AND DEVELOPMENT ASSOCIATION LTD.**

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P.O. Box 19
New Amsterdam, Berbice
Tel. : (592-3) 2880
Fax : (592-3) 4151
Contact : **Ramaish Nauth**, President

Chapter 5: Main resource persons

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The Canadian Mining and Metallurgical Bulletin
Canadian Institute of Mining, Metallurgy and Petroleum
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125 Sussex Drive
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CONCLUSION

We hope that this document has enabled you to define your interests in the Guyanese market with greater precision. There is no doubt that business opportunities exist for Canadian mining companies. In addition, as we have indicated in the report, relations between Canada and Guyana are excellent and Canadian entrepreneurs should build on this advantage to conclude business agreements that benefit both the host country and Canada. Furthermore, relations between the two countries were further cemented by the recent official visit to Canada by the President of Guyana. We therefore hope that this favourable environment will result in greater cooperation between Canada and Guyana and even more, with all the Latin American and Caribbean countries.

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Fred Barnard, Consultant, Colorado
Colleen Braithwait, OGML, Public Communications
Réjean Gourde, OGML, Vice-President/CEO
John Clarke, OGML, Mine Superintendent
Ralph Hammond, OGML, Director of logistics and procurement
Jerry Kaehne, J. Kaehne & Associates, President
Eric Konigsmann, OGML, Plant Director
Lyris Primo, Canadian High Commission in Guyana, Commercial Officer
Vivananban Rangarajan, BIDCO
Stanhope Williams, OGML, Public Communications
William Woolford, Guyana Geology and Mines Commission



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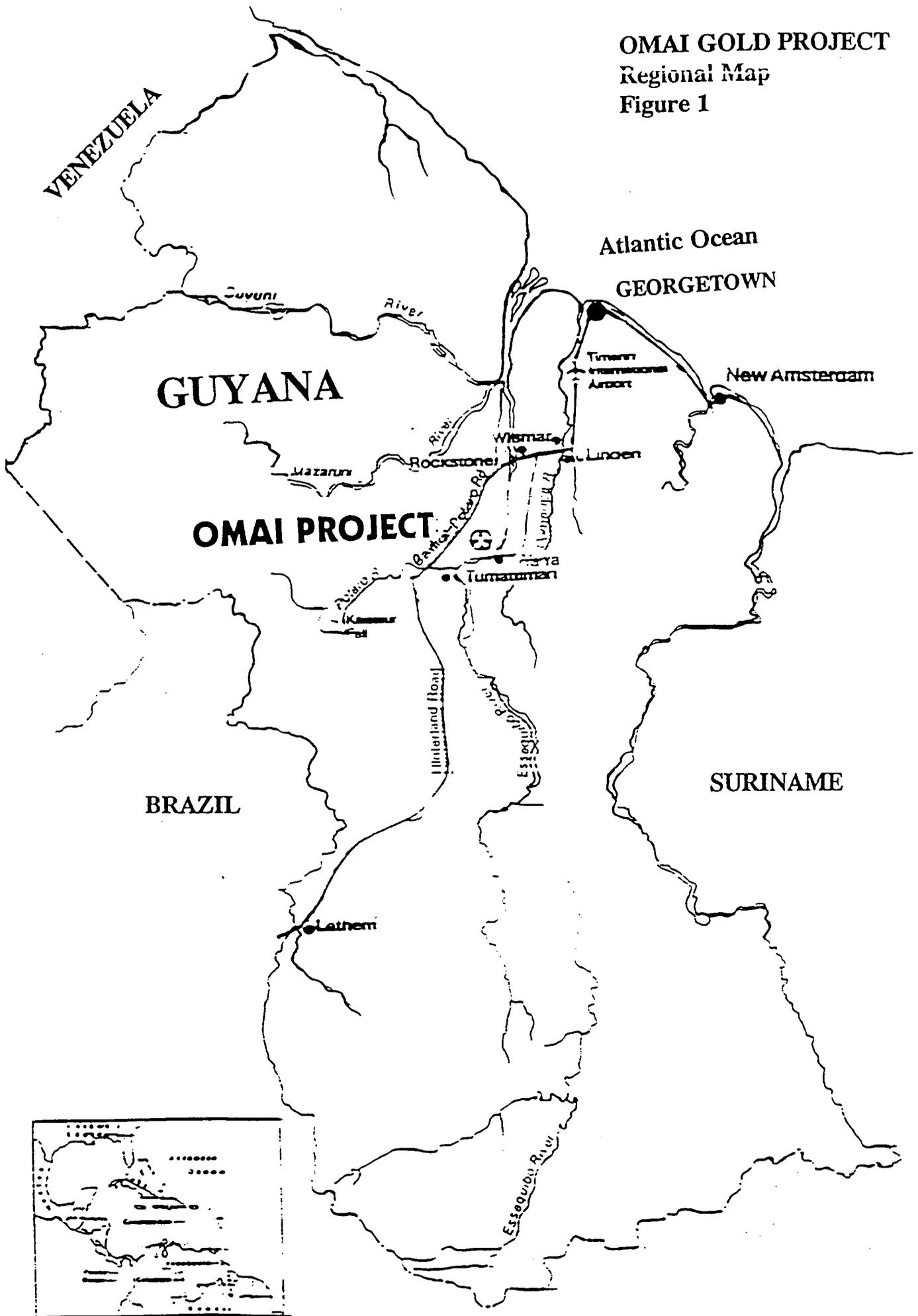
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Tableau 1(a): Importations de la Guyane selon l'usage final (millions G\$)

IMPORTS BY END-USE (c.i.f.)
(G\$ MILLION)

Period	CONSUMER GOODS										INTERMEDIATE GOODS						CAPITAL GOODS								
	Total	NON-DURABLE			SEMI-DURABLE		DURABLE		Total	Fuels & Lubricants	Foods For Industry	Chemicals	Textiles	Parts & Accessories	Other	Total	Agri.	Industrial	Transport	Mining	Building	Other	Misc.		
		Food for Households	Bev. & Tob.	Other	Cloth. & Footwear	Other	Motor Cars	Other																	
1970	268.2	92.6	30.3	-	-	7.5	-	42.2	12.6	79.0	23.0	7.7	15.0	15.0	0.8	17.5	96.6	-	-	67.3	-	26.2	3.1	-	
1971	267.2	102.8	35.2	-	-	7.7	-	46.4	13.3	86.3	23.6	9.3	22.4	13.8	-	17.2	78.3	-	-	50.4	-	25.1	2.8	-	
1972	297.9	107.1	33.4	-	-	7.9	-	49.9	15.9	100.7	28.1	9.1	25.3	20.7	-	17.5	90.1	-	-	60.0	-	25.8	4.3	-	
1973	372.5	121.8	40.2	-	-	8.1	-	51.8	21.5	144.0	48.2	17.1	33.7	23.9	0.6	20.5	106.9	-	-	72.7	-	29.2	5.0	-	
1974	567.0	108.0	44.1	3.3	21.9	10.4	13.2	4.9	10.2	311.0	103.5	40.8	37.8	26.2	23.7	79.0	143.0	7.5	4.1	21.3	25.1	43.6	41.4	5.0	
1975	810.6	131.8	48.2	4.2	28.8	15.1	18.7	7.3	9.3	414.1	135.0	51.8	46.5	31.9	48.9	100.0	260.6	26.2	9.8	43.9	51.1	72.1	57.5	4.3	
1976	927.5	185.3	56.8	6.1	36.0	19.1	20.2	11.9	15.2	450.3	137.5	68.2	46.8	42.8	53.4	101.6	303.0	10.3	16.4	48.0	47.4	91.8	89.1	8.9	
1977	800.3	142.9	84.9	2.6	32.9	15.2	13.2	6.2	7.9	411.0	160.4	51.4	38.8	27.2	46.2	87.0	222.4	2.5	22.0	54.0	38.7	52.6	52.8	24.0	
1978	711.1	130.9	62.6	1.9	32.9	11.7	12.4	2.3	7.1	421.1	169.9	48.8	42.6	27.6	43.6	88.6	153.6	2.9	29.2	15.7	18.9	45.2	41.7	5.5	
1979	809.8	147.2	62.2	2.8	38.6	12.2	18.7	4.1	8.6	511.5	230.0	64.1	39.0	29.4	49.9	99.1	146.0	5.6	9.9	21.8	19.3	51.8	37.6	5.1	
1980	1010.4	130.0	62.3	5.2	24.8	11.4	10.1	8.9	9.3	682.3	360.8	65.4	38.2	29.9	70.0	120.2	193.4	20.0	9.5	23.0	32.1	32.4	76.4	4.7	
1981	1207.6	180.9	65.4	4.4	33.1	16.2	17.9	11.5	12.4	850.9	430.7	65.6	62.0	37.2	101.2	154.2	187.3	20.6	19.2	30.3	10.2	58.2	48.8	8.5	
1982	842.4	111.0	38.9	2.6	18.8	18.9	8.6	8.2	16.8	584.7	328.5	35.5	45.6	13.6	74.3	87.2	138.6	11.9	27.7	22.8	2.8	38.5	36.9	8.1	
1983	738.3	65.2	...	...	...	...	...	...	...	534.7	319.5	...	...	...	...	...	215.2	131.3	...	...	...	...	...	7.1
1984	811.5	84.8	24.3	4.2	27.1	9.7	4.8	7.6	6.9	615.8	412.6	16.7	45.8	12.4	48.6	79.7	103.3	16.8	7.8	10.9	4.4	29.5	34.1	7.8	
1985	959.6	93.5	17.5	4.2	30.1	8.7	9.9	12.4	10.7	694.1	432.4	14.4	51.8	8.1	95.5	92.1	160.4	26.2	16.1	24.0	20.2	35.6	38.3	11.6	
1986	1030.0	110.0	...	...	...	...	...	...	...	711.0	314.0	...	...	...	...	...	397.0	203.0	...	...	...	...	...	8.0
1987	2590.0	262.0	...	...	...	...	...	...	...	1781.0	769.0	...	...	...	...	...	1012.0	521.0	...	...	...	...	...	22.0
1988	2158.0	216.0	...	...	...	...	...	...	...	1487.0	738.0	...	...	...	...	...	749.0	431.0	...	...	...	...	...	28.0
1989	7012.0	702.0	...	...	...	...	...	...	...	3737.0	2034.0	...	...	...	...	...	1703.0	2498.0	...	...	...	...	...	75.0
1990	12290.0	1467.0	...	...	...	...	...	...	...	5123.0	2788.0	...	...	...	...	...	2335.0	5520.0	...	...	...	...	...	180.0
1991	34274.9	6586.5	979.6	362.5	464.5	980.0	1256.8	1324.1	1221.0	12132.6	7507.0	102.4	385.0	141.5	2981.6	1015.1	13928.8	2763.3	2470.3	2502.3	3487.6	1408.3	1297.0	1825.0	
1992	55319.6	10634.1	19581.2	9859.3	9721.9	22492.8	2811.7
1993	61378.0	13059.7	3404.8	348.6	1789.7	1008.5	645.3	1242.6	4620.2	26663.1	10232.6	1784.5	3144.8	701.0	4181.5	6618.7	21456.1	4789.8	2042.1	5974.0	1463.7	2378.8	4807.7	197.1	
1994	70000.8	15260.5	30173.1	11382.6	18790.5	17194.9	7372.1
1995	74911.5

Source: Statistical Bureau

Tableau 1(b) : Sommaire des importations de la Guyane selon l'usage final (M G\$)

IMPORTS BY END-USE (Summary) (c.i.f)
(G\$ MILLION)

Period	Total Imports	Consumer Goods	Fuel & Lubricants	Other Inter-mediate	Capital Goods	Misc. Imports
1974	567.0	108.0	103.5	207.5	143.0	5.0
1975	810.6	131.6	135.0	279.1	260.6	4.3
1976	927.4	165.3	137.5	312.7	303.0	8.9
1977	800.3	142.9	160.4	250.6	222.4	24.0
1978	711.1	130.9	169.9	251.2	153.6	5.5
1979	809.8	147.2	230.0	281.5	146.0	5.1
1980	1010.4	130.0	360.6	321.7	193.4	4.7
1981	1207.6	160.9	430.7	420.2	187.3	8.5
1982	842.4	111.0	328.5	256.2	138.6	8.1
1983	738.3	65.2	319.5	215.2	131.3	7.1
1984	811.5	84.6	412.6	203.2	103.3	7.8
1985	959.6	93.5	432.4	261.7	160.4	11.6
1986	1030.0	110.0	314.0	397.0	203.0	6.0
1987	2590.0	262.0	769.0	1012.0	521.0	26.0
1988	2156.0	216.0	738.0	749.0	431.0	22.0
1989	7012.0	702.0	2034.0	1703.0	2498.0	75.0
1990	12290.0	1467.0	2788.0	2335.0	5520.0	180.0
1991	34274.9	6588.5	7507.0	4625.6	13928.8	1625.0
1992	55319.8	10634.1	9859.3	9721.9	22492.8	2611.7
1993	61376.0	13059.7	10232.6	16430.5	21456.1	197.1
1994	70000.6	15260.5	11382.6	18790.5	17194.9	7372.1

Source: Statistical Bureau

Tableau 1(c): Sommaire des importations de la Guyane selon l'usage final (M G\$)

IMPORTS BY END-USE (Summary) (c.i.f)
(US\$ MILLION)

Period	Total Imports	Consumer Goods	Fuel & Lubricants	Other Intermediate	Capital Goods	Misc. Imports
1974	222.4	42.4	40.6	81.4	56.1	2.0
1975	317.9	51.6	52.9	109.5	102.2	1.7
1976	363.7	64.8	53.9	122.6	118.8	3.5
1977	313.8	56.0	62.9	98.3	87.2	9.4
1978	278.9	51.3	66.6	98.5	60.2	2.2
1979	317.6	57.7	90.2	110.4	57.3	2.0
1980	396.2	51.0	141.4	126.2	75.8	1.8
1981	431.3	57.5	153.8	150.1	66.9	3.0
1982	280.8	37.0	109.5	85.4	46.2	2.7
1983	246.1	21.7	106.5	71.7	43.8	2.4
1984	213.6	22.3	108.6	53.5	27.2	2.1
1985	223.2	21.7	100.6	60.9	37.3	2.7
1986	239.5	25.6	73.0	92.3	47.2	1.4
1987	265.5	26.9	78.8	103.7	53.4	2.7
1988	215.6	21.6	73.8	74.9	43.1	2.2
1989	256.8	25.7	74.5	62.4	91.5	2.7
1990	310.9	37.1	70.5	59.1	139.6	4.6
1991	306.5	58.9	67.1	41.4	124.6	14.5
1992	442.7	85.1	78.9	77.8	180.0	20.9
1993	483.8	102.8	80.7	129.5	169.2	1.6
1994	504.0	110.4	82.3	135.9	124.4	53.3

Source: Statistical Bureau

Tableau 2: Taux de change (G\$/US\$)

(G\$/US\$)

GUYANA		
YEAR	PERIOD ENDED	PERIOD AVERAGE
1970	2.0053	2.0034
1971	2.0417	1.9779
1972	2.2194	2.0866
1973	2.2433	2.1062
1974	2.2190	2.2269
1975	2.5500	2.3554
1976	2.5500	2.5500
1977	2.5500	2.5000
1978	2.5500	2.5000
1979	2.5500	2.5000
1980	2.5500	2.5000
1981	3.0000	2.8125
1982	3.0000	3.0000
1983	3.0000	3.0000
1984	4.1500	3.8316
1985	4.1500	4.2519
1986	4.4000	4.2724
1987	10.0000	9.7558
1988	10.0000	10.0000
1989	33.0000	27.1588
1990	45.0000	39.5333
1991	122.7500	111.8000
1992	126.0000	125.0000
1993	130.7500	130.1600
1994	142.5000	138.2333
1995	140.5000	141.9025
1994		
Mar.	132.7500	131.8800
Jun.	141.5000	141.4100
Sep.	141.2500	141.2500
Dec.	142.5000	142.5000
1995		
Jan.	142.7500	142.6900
Feb.	143.0000	142.8300
Mar.	143.5000	143.3500
Apr.	143.2500	143.2800
May	143.7500	143.7200
Jun.	143.7500	143.7500
Jul.	142.5000	142.9400
Aug.	139.7500	140.9400
Sep.	140.2500	140.2200
Oct.	139.5000	139.9500
Nov.	139.5000	138.9300
Dec.	140.5000	140.2300

Source: Bank of Guyana

Tableau 3(a): Destination des exportations gyanaises en 1991

GUYANA: DESTINATION OF MAJOR EXPORTS FOR 1991 (l.o.b.)
(G\$)

PRODUCTS	TOTAL EXPORTS	MAJOR INDUSTRIALISED COUNTRIES								CARICOM	C.M.E.A. 1)	REST OF THE WORLD
		NON - E. E. C.				E. E. C.						
		TOTAL	U.S.A	CANADA	JAPAN	TOTAL	U.K	GERMANY	OTHERS			
Sugar	10,474,198,000	-	-	-	-	10,474,198,000	10,474,198,000	-	-	-	-	-
Rice	2,102,834,777	-	-	-	-	1,618,601,650	73,492,965	-	1,545,108,685	449,146,774	17,986,139	16,900,214
Bauxite	8,952,905,796	4,084,235,418	2,536,552,557	446,302,354	1,101,380,507	2,364,030,034	625,799,052	613,741,230	1,124,489,752	-	73,845,897	2,430,794,447
Gold	2,308,202,000	2,308,202,000	-	2,308,202,000	-	-	-	-	-	-	-	-
Diamond	152,537,858	65,521,138	65,521,138	-	-	87,016,720	-	-	87,016,720	-	-	-
Rum & Other Spirits	286,185,454	223,430,717	31,750,998	191,679,719	-	59,673,847	59,673,847	-	-	3,080,890	-	-
Neutral Spirits	17,265,533	-	-	-	-	14,803,306	14,803,306	-	-	2,462,227	-	-
Bottled Products	4,981,205	-	-	-	-	-	-	-	-	4,961,205	-	-
Timber	456,765,181	83,999,219	63,278,908	720,313	-	172,689,434	170,971,690	-	1,717,744	213,229,913	6,846,615	-
Drugs & Pharmaceuticals	140,754,000	20,609,000	16,794,000	3,815,000	-	6,637,000	6,637,000	-	-	106,854,000	-	6,654,000
Wildlife & Aquarum Fish	75,418,509	50,567,189	42,036,453	72,708	6,458,028	24,790,770	8,095,340	6,431,694	10,263,736	80,550	-	-
Manufacturing	466,455,429	128,950	-	128,950	-	147,920	-	-	147,920	429,453,639	31,772,252	4,952,688
Textile & Clothing	232,528,828	178,288,965	66,254,713	112,015,252	-	2,575,923	2,309,188	266,735	-	50,937,588	743,350	-
Food & Beverages	92,210,444	4,293,026	1,274,119	341,164	2,677,743	54,449,445	721,332	-	53,728,113	33,467,673	-	300
Other Exports	137,408,839	44,769,584	44,446,280	323,304	-	91,111,064	38,470,474	124,000	52,516,590	1,338,191	-	190,000
Fish	623,197,836	211,991,044	207,060,428	4,930,616	-	23,944,174	-	-	23,944,174	323,084,230	-	64,178,388
Shrimp Products	2,028,229,490	1,909,070,271	1,775,530,019	926,509	132,613,743	5,872,653	-	-	5,872,653	108,400,622	-	2,885,944
Total	28,549,657,177	9,165,087,521	4,850,499,611	3,069,457,889	1,245,130,021	15,000,541,940	11,475,172,194	620,563,659	2,904,806,087	1,726,477,502	131,194,253	2,526,555,961

Source: Guyana Rice Export Board, Guyana Sugar Corporation, Guyana Mining Enterprise, Guyana Gold Board, Guyana Forestry Commission, Ministry of Agriculture (Fisheries Division), Demerara Distilleries Limited, Caribbean Molasses Company Limited and Bank of Guyana.
1) Council for Mutual Economic Assistance (Socialist Countries).

Tableau 3 (b) : Destination des exportations guyanaises en 1992

GUYANA: DESTINATION OF MAJOR EXPORTS FOR 1992 (f.o.b.)*
(G\$)

PRODUCTS	TOTAL EXPORTS	MAJOR INDUSTRIALISED COUNTRIES								CARICOM	REST OF THE WORLD
		NON - E. E. C.				E. E. C.					
		TOTAL	U.S.A.	CANADA	JAPAN	TOTAL	U.K.	GERMANY	OTHERS		
Sugar	16,596,700,000	-	...	...	...	-	...	...	...	...	...
Rice	4,307,661,654	-	...	...	...	-	...	...	...	...	...
Bauxite	12,083,087,795	-	...	...	...	-	...	...	...	...	...
Gold	3,092,747,629	-	...	...	...	-	...	...	...	...	...
Diamond	384,669,511	-	...	...	...	-	...	...	...	...	...
Timber	468,135,613	-	...	...	...	-	...	...	...	...	...
Molasses	-	-	...	...	...	-	...	...	...	...	...
Shrimp	1,627,994,622	-	...	...	...	-	...	...	...	...	...
Fish & Fish Products	867,347,726	-	...	...	...	-	...	...	...	...	...
Rum & Other Spirits	861,526,210	-	...	...	...	-	...	...	...	...	...
Fruits & Vegetables	69,717,000	-	...	...	...	-	...	...	...	...	...
Wildlife	161,256,000	-	...	...	...	-	...	...	...	...	...
Pharmaceuticals	668,417,000	-	...	...	...	-	...	...	...	...	...
Garments & Clothing	619,130,000	-	...	...	...	-	...	...	...	...	...
Personal Effects	1,609,000	-	...	...	...	-	...	...	...	...	...
Freezers, Cookers & Refrigerators	140,336,000	-	...	...	...	-	...	...	...	...	...
Wood Products	60,756,000	-	...	...	...	-	...	...	...	...	...
Handicraft	5,296,000	-	...	...	...	-	...	...	...	...	...
Native Furniture	11,108,000	-	...	...	...	-	...	...	...	...	...
Prepared Foods	306,242,000	-	...	...	...	-	...	...	...	...	...
Other	3,066,640,040	-	...	...	...	-	...	...	...	...	...
Total	45,423,000,000	-	-	-	-	-	-	-	-	-	-

Source: Guyana Sugar Corporation, Guyana Rice Export Board, LINMINE, BERMINE, Guyana Gold Board, Ormai Gold Mines, Guyana Geology & Mines, Guyana Forestry Commission, Caribbean Molasses Company and Statistical Bureau.

Tableau 3(c): Destination des exportations guyanaises en 1993

GUYANA: DESTINATION OF MAJOR EXPORTS FOR 1993 (f.o.b.)*
(G\$)

PRODUCTS	TOTAL EXPORTS	MAJOR INDUSTRIALISED COUNTRIES								CARICOM	REST OF THE WORLD
		NON - E. E. C.				E. E. C.					
		TOTAL	U.S.A.	CANADA	JAPAN	TOTAL	U.K.	GERMANY	OTHERS		
Sugar	14,800,727,177	1,698,198,715	642,273,921	1,055,924,794	-	12,533,656,034	12,533,656,034	-	-	568,872,428	-
Rice	4,144,478,889	-	-	-	-	1,321,952,596	326,636,079	-	995,316,517	717,797,222	2,104,729,071
Bauxite	11,548,706,440	-	-	-	-	-	-	-	-	-	-
Gold	12,739,589,895	12,739,589,895	-	12,739,589,895	-	-	-	-	-	-	-
Diamond	508,418,460	35,851,865	35,226,815	625,050	-	471,778,962	-	-	471,778,962	-	787,633
Timber	568,109,911	103,545,155	99,345,385	515,278	3,684,492	181,897,885	130,052,107	-	51,845,778	182,870,750	99,796,121
Molasses	180,093,559	35,665,257	35,665,257	-	-	42,553,404	42,553,404	-	-	101,874,898	-
Shrimp	1,446,161,644	-	-	-	-	-	-	-	-	-	-
Fish & Fish Products	706,596,945	-	-	-	-	-	-	-	-	-	-
Rum & Other Spirits	1,183,151,158	-	-	-	-	-	-	-	-	-	-
Fruits & Vegetables	69,547,051	-	-	-	-	-	-	-	-	-	-
Wildlife	91,381,579	-	-	-	-	-	-	-	-	-	-
Pharmaceuticals	109,269,398	-	-	-	-	-	-	-	-	-	-
Garments & Clothing	761,466,397	-	-	-	-	-	-	-	-	-	-
Personal Effects	3,863,299	-	-	-	-	-	-	-	-	-	-
Freezers, Cookers & Refrigerators	127,460,263	-	-	-	-	-	-	-	-	-	-
Wood Products	49,380,108	-	-	-	-	-	-	-	-	-	-
Handicraft	14,812,767	-	-	-	-	-	-	-	-	-	-
Nibbi Furniture	10,013,926	-	-	-	-	-	-	-	-	-	-
Prepared Foods	369,954,553	-	-	-	-	-	-	-	-	-	-
Other	2,726,480,647	-	-	-	-	-	-	-	-	-	-
Total	52,159,664,066	14,612,850,887	812,511,378	13,796,655,017	3,684,492	14,551,838,881	13,032,897,624	-	1,518,941,257	1,571,415,298	2,205,312,825

Source: Guyana Sugar Corporation, Guyana Rice Export Board, LINMINE, BERMINE, Guyana Gold Board, Omai Gold Mines, Guyana Geology & Mines, Guyana Forestry Commission, Caribbean Molasses Company and Statistical Bureau.

Tableau 3 (d) : Destination des exportations gyanaises en 1994

GUYANA: DESTINATION OF MAJOR EXPORTS FOR 1994 (f.o.b.)*
(G\$)

PRODUCTS	TOTAL EXPORTS	MAJOR INDUSTRIALISED COUNTRIES								CARICOM	REST OF THE WORLD
		NON - E. E. C.				E. E. C.					
		TOTAL	U.S.A.	CANADA	JAPAN	TOTAL	U.K.	GERMANY	OTHERS		
	0	332927567									
Sugar	16,127,713,856	2,644,198,091	875,895,303	1,668,302,768	-	13,250,588,198	-	-	13,250,588,198	332,927,587	-
Rice	7,331,881,898	-	-	-	-	2,258,889,735	702,177,901	-	1,554,691,834	489,921,128	4,605,091,035
Bauxite	11,038,454,846	-	-	-	-	-	-	-	-	-	-
Gold	17,502,543,741	17,502,543,741	-	17,502,543,741	-	-	-	-	-	-	-
Diamond	362,603,250	55,365,512	55,365,512	-	-	185,592,704	-	-	185,592,704	-	121,845,034
Timber	1,042,918,344	148,831,228	148,110,548	720,680	-	140,845,366	139,355,028	-	1,290,338	359,051,490	394,390,262
Molasses	63,437,040	-	-	-	-	-	-	-	-	63,437,040	-
Shrimp	1,601,912,820	-	-	-	-	-	-	-	-	-	-
Fish & Fish Products	502,234,739	-	-	-	-	-	-	-	-	-	-
Rum & Other Spirits	1,547,923,012	-	-	-	-	-	-	-	-	-	-
Fruits & Vegetables	125,375,848	-	-	-	-	-	-	-	-	-	-
Wildlife	44,776,301	-	-	-	-	-	-	-	-	-	-
Pharmaceuticals	65,474,477	-	-	-	-	-	-	-	-	-	-
Garments & Clothing	749,324,737	-	-	-	-	-	-	-	-	-	-
Personal Effects	3,791,171	-	-	-	-	-	-	-	-	-	-
Freezers, Cookers & Refrigerators	79,438,450	-	-	-	-	-	-	-	-	-	-
Wood Products	2,082,774,948	-	-	-	-	-	-	-	-	-	-
Handicraft	18,544,574	-	-	-	-	-	-	-	-	-	-
Nibbi Furniture	19,700,305	-	-	-	-	-	-	-	-	-	-
Prepared Foods	451,555,773	-	-	-	-	-	-	-	-	-	-
Other	740,190,398	-	-	-	-	-	-	-	-	-	-
Total	61,702,570,524	20,250,938,570	1,079,371,361	19,171,567,209	-	15,833,696,003	841,532,929	-	14,992,163,074	1,225,337,223	5,121,126,331

Source: Guyana Sugar Corporation, Guyana Rice Export Board, LINMINE, BERMINE, Guyana Gold Board, Omai Gold Mines, Guyana Geology & Mines, Guyana Forestry Commission, Caribbean Molasses Company and Statistical Bureau.

Tableau 4: Production mensuelle de diamants entre 1993 et 1994

Production de diamants (en carats)	
1993	
Janvier	7,761
Février	79
Mars	2,800
Avril	6,705
Mai	0
Juin	6,456
Juillet	2,261
Août	4,288
Septembre	1,922
Octobre	6,059
Novembre	5,126
Décembre	327
Total	43,784
1994	
Janvier	3,597
Février	2,889
Mars	3,168
Avril	2,297
Mai	659
Juin	5,710
Juillet	420
Août	521
Septembre	2,433
Octobre	3,534
Novembre	2,711
Décembre	2,356
Total	30,295

Source: *Bureau de la statistique, 1994*

Tableau 5(a): Exportations domestiques (millions G\$)

DOMESTIC EXPORTS (f.o.b.)
(G\$ MILLION)

PERIOD	TOTAL	BAUXITE	SUGAR	RICE	S-RIMP	TIMBER	MOLASSES	RUM 2)	GOLD	OTHER
1974	592.0	198.2	284.8	49.0	8.2	5.4	9.9	11.5		25.0
1975	840.5	271.9	413.1	84.8	10.4	9.7	5.6	16.7		28.3
1976	695.2	288.8	258.7	73.6	12.9	9.7	6.0	12.8		32.7
1977	651.8	331.0	185.7	66.8	12.3	9.1	5.8	8.8		32.3
1978	739.9	332.0	234.6	96.0	12.4	10.9	8.9	11.6		33.5
1979	736.6	326.8	230.6	80.8	17.6	14.3	13.1	15.1		38.3
1980	976.5	479.5	307.6	87.5	7.8	16.2	12.3	20.5		45.1
1981	953.6	427.4	305.9	110.0	2.7	15.6	12.9	20.6		58.5
1982	696.9	282.8	263.6	60.7	2.6	14.8	6.3	14.0		52.1
1983	563.3	218.9	214.6	64.9	4.2	13.2	2.3	10.8		34.4
1984	811.5	350.9	271.5	81.6	4.7	14.7	3.5	21.6	16.6	46.4
1985	882.9	421.6	282.3	56.6	18.3	17.9	2.0	29.6	17.2	37.4
1986	953.3	351.4	356.2	57.2	23.9	17.7	5.0	32.4	62.3	47.2
1987	2596.5	841.0	910.8	155.2	265.8 1)	43.7	7.5	94.5	165.8	112.2
1988	2295.8	820.5	712.2	139.1	231.1	28.2	2.2	82.5	184.0	96.0
1989	6123.2	2021.5	2342.0	367.4	608.9	89.1	1.4	209.7	193.1	290.1
1990	10207.9	3172.1	3219.6	513.2	906.1	181.4	1.9	393.8	993.5	826.3
1991	28549.9	8952.9	10474.2	2102.7	2026.3	456.7		308.7	2308.2	1920.2
1992	45423.0	12083.0	16598.7	4307.9	1628.1	468.2		861.5	3092.8	6382.8
1993	52159.7	15548.7	14800.7	4144.5	1446.2	568.1	180.1	1183.2	12739.6	5548.6
1994	61702.6	11038.5	16227.7	7331.9	1801.9	1042.8	63.4	1547.9	17502.5	5146.0
1995	67674.9	11986.7	17573.0	10242.4	388.1	1035.7	46.5	559.3	13425.5	12417.7
1990										
1st Qtr	1816.8	682.7	654.3	133.2	149.6	9.2	0.7	95.2	33.3	58.6
2nd Qtr	2172.9	695.0	503.7	195.0	347.2	54.5	0.8	25.0	209.4	142.3
3rd Qtr	2493.6	886.8	751.0	71.8	216.5	34.0		4.3	305.6	223.6
4th Qtr	3724.6	907.6	1310.6	113.2	192.8	83.7	0.4	269.3	445.2	401.8
1991										
1st Qtr	4070.6	1746.8	640.0	168.3	383.9	44.9		20.3	478.0	388.4
2nd Qtr	7653.8	2505.5	2427.0	754.4	573.5	150.5		166.5	596.8	479.6
3rd Qtr	7422.7	2637.9	2513.2	448.4	544.5	118.9		15.0	558.5	586.3
4th Qtr	9402.8	2062.7	4694.0	731.6	524.4	142.4		106.9	674.9	465.9
1992										
1st Qtr	9364.6	3152.1	3672.3	647.0	497.6	103.0		219.3	488.0	585.3
2nd Qtr	9151.7	3069.6	2698.7	797.5	433.4	72.1		194.1	745.2	1141.1
3rd Qtr	12769.6	3106.6	4655.5	1089.4	416.2	154.4		176.6	805.6	2365.3
4th Qtr	14137.1	2754.7	5572.2	1774.0	280.9	138.7		271.5	1054.0	2291.1
1993										
1st Qtr	9025.9	2780.7	1916.4	788.3	251.8	137.1	42.5	280.7	1404.0	1424.4
2nd Qtr	12229.3	2973.6	2391.4	949.9	263.8	132.2	8.0	394.7	2854.7	2261.0
3rd Qtr	14873.5	3281.3	4714.4	1156.5	429.1	177.5	34.7	212.0	3946.6	921.4
4th Qtr	16031.0	2513.1	5778.5	1249.8	501.5	121.3	94.9	295.8	4534.3	941.8
1994*										
1st Qtr	12020.5	2613.4	2792.2	1342.4	436.0	136.4	6.0	238.9	3470.4	984.8
2nd Qtr	13381.8	2432.3	1608.1	2307.2	485.9	353.3	22.7	271.2	4788.9	1112.2
3rd Qtr	16367.5	3051.7	5355.3	952.0	458.1	313.7	10.7	259.6	4656.0	1310.4
4th Qtr	19932.8	2941.1	6472.1	2730.3	421.9	239.4	24.0	778.2	4587.2	1738.6
1995*										
1st Qtr	13286.5	2371.4	2833.2	1314.8	388.1	216.3	1.2	261.4	4051.7	1848.4
2nd Qtr	16297.6	2836.5	4538.0	3175.0	...	349.8	16.2	297.9	4569.7	514.5
3rd Qtr	14937.9	3544.8	3494.2	1481.2	...	245.6	15.1	...	3363.1	2793.9
4th Qtr	23152.9	3234.0	6707.6	4271.4	...	224.0	14.0	...	1441.0	7260.9

Source: Bank of Guyana and Statistical Bureau

1) From 1987 figures include exports from non-residents.

2) Includes Neutral Spirit.

Tableau 5 (b) : Exportations domestiques (millions US\$)

DOMESTIC EXPORTS (f.o.b.)
(US\$ MILLION)

PERIOO	TOTAL	BAUXITE	SUGAR	RICE	SHRIMP	TIMBER	MOLASSES	RUM 2)	GOLO	OTHER
1974	232.2	77.7	111.7	19.2	3.2	2.1	3.9	4.5		9.8
1975	329.6	106.6	162.0	33.3	4.1	3.8	2.2	6.5		11.1
1976	272.8	113.3	101.5	28.9	5.1	3.8	2.4	5.0		12.8
1977	255.7	129.8	72.8	26.2	4.8	3.6	2.3	3.5		12.7
1978	290.1	130.2	92.0	37.6	4.9	4.3	3.5	4.5		13.1
1979	288.8	128.2	90.4	31.7	6.9	5.6	5.1	5.9		15.0
1980	382.9	188.0	120.6	34.3	3.1	6.4	4.8	8.0		17.7
1981	340.7	152.6	109.3	39.3	1.0	5.6	4.6	7.4		20.9
1982	232.4	94.3	87.9	20.2	0.9	4.9	2.1	4.7		17.4
1983	187.8	73.0	71.5	21.6	1.4	4.4	0.8	3.6		11.5
1984	213.5	92.3	71.4	21.5	1.2	3.9	0.9	5.7	4.4	12.2
1985	205.5	98.0	65.7	13.2	4.3	4.2	0.5	6.9	4.0	8.7
1986	221.7	81.7	82.8	13.3	5.6	4.1	1.2	7.5	14.5	11.0
1987	266.4	86.3	93.4	15.9	27.3 1)	4.5	0.8	9.7	17.0	11.5
1988	229.6	82.1	71.2	13.9	23.1	2.8	0.2	8.3	18.4	9.6
1989	224.4	75.9	86.4	11.7	22.9	2.9	0.1	7.0	6.8	10.7
1990	250.1	<u>80.4</u>	<u>79.9</u>	<u>13.7</u>	23.5	4.5	-	10.6	<u>17.7</u>	19.8
1991	254.4	82.3	89.8	18.0	18.6	4.0	-	2.6	21.4	17.7
1992	363.5	97.1	134.1	<u>35.0</u>	13.0	3.7	-	7.0	24.6	48.9
1993	404.0	91.1	116.3	<u>33.0</u>	11.4	4.5	1.4	9.3	99.8	37.2
1994	447.4	79.8	116.4	<u>55.6</u>	13.1	7.9	0.6	11.5	<u>128.0</u>	34.5
1995	<u>478.9</u>	82.9	125.5	<u>76.5</u>	2.7	8.3	0.4	3.9	<u>94.7</u>	84.0
1990										
1st Qtr	54.9	20.7	19.8	4.0	4.5	0.2	-	2.9	1.0	1.8
2nd Qtr	56.9	19.8	14.3	5.6	9.9	1.6	-	1.6	0.0	4.1
3rd Qtr	55.5	19.7	16.7	1.6	4.8	0.8	-	0.1	6.8	5.0
4th Qtr	82.8	20.2	29.1	2.5	4.3	1.9	-	6.0	9.9	8.9
1991										
1st Qtr	55.3	23.7	11.4	2.3	5.2	0.6	-	0.3	6.5	5.3
2nd Qtr	61.2	20.1	19.4	6.0	4.6	1.2	-	1.3	4.8	3.8
3rd Qtr	61.1	21.7	20.7	3.7	4.5	1.0	-	0.1	4.6	4.8
4th Qtr	76.8	16.8	38.3	6.0	4.3	1.2	-	0.9	5.5	3.8
1992										
1st Qtr	75.6	25.4	30.0	5.3	4.0	0.8	-	1.8	3.9	4.4
2nd Qtr	73.0	24.7	21.7	6.5	3.5	0.6	-	1.6	5.9	8.6
3rd Qtr	102.6	25.1	38.1	8.9	3.3	1.2	-	1.4	6.5	18.1
4th Qtr	112.2	21.9	44.3	14.4	2.2	1.1	-	2.2	8.3	17.8
1993										
1st Qtr	71.9	22.1	15.1	6.4	2.0	1.1	0.3	2.2	11.2	11.5
2nd Qtr	90.1	23.6	18.9	7.5	2.1	1.0	0.1	3.1	22.6	11.2
3rd Qtr	117.2	25.9	37.1	9.2	3.4	1.4	0.3	1.7	31.1	7.1
4th Qtr	124.8	19.5	45.2	9.9	3.9	1.0	0.7	2.3	34.9	7.4
1994*										
1st Qtr	91.2	19.7	21.1	10.7	3.3	1.1	0.1	1.8	26.2	7.2
2nd Qtr	94.8	17.5	11.9	17.4	3.7	2.7	0.2	1.9	34.3	5.2
3rd Qtr	116.3	21.5	37.9	7.1	3.2	2.3	0.1	2.4	33.8	8.0
4th Qtr	145.1	21.1	45.5	20.4	2.9	1.8	0.2	5.4	33.7	14.1
1995*										
1st Qtr	<u>93.6</u>	16.3	20.2	9.8	2.7	1.6	0.1	1.8	28.2	12.9
2nd Qtr	115.9	19.7	31.8	23.7	...	2.6	0.1	2.1	32.5	3.4
3rd Qtr	106.3	23.8	25.0	11.1	...	2.5	0.1	...	23.7	20.1
4th Qtr	<u>163.1</u>	23.1	48.5	31.9	...	1.6	0.1	...	10.3	47.6

Source: Statistical Bureau and some Government Agencies

NB: Quarters do not add to annual amounts due to different weights used.

Tableau 6: Classification du risque politique associé aux 40 premiers pays producteurs de ressources minières

	Contexte macroéconomique	Environnement légal	Régime fiscal	Environnement commercial	Réglementation minière & géologique	Moyenne
Chili	10	10	10	10	10	10
Australie	10	10	10	10	10	10
Botswana	9	9	10	9	8	9
Canada	9	9	8	10	9	9
Malaisie	10	7	7	10	9	9
Thaïlande	10	8	8	9	8	8.6
Indonésie	10	7	8	8	9	8.4
Pérou	10	9	9	6	7	8.2
Mexique	10	8	8	7	8	8.2
Argentine	10	7	9	9	7	8
GROUPE A						8.8
Bolivie	7	8	7	6	10	7.6
Kazakhstan	7	6	8	7	9	7.4
Turquie	6	7	7	8	9	7.4
Ghana	5	7	8	7	9	7
Jamaïque	6	7	7	7	8	7
Guinée	7	6	7	7	7	7
Namibie	7	6	6	7	7	6.6
Zambie	6	7	6	5	7	6.2
Afrique du Sud	7	6	5	5	8	6.2
GROUPE B						6.2
Costa Rica	5	5	6	6	6	6
Guyane	5	6	5	6	6	5.6
Honduras	5	4	4	8	7	5.6
Sierra Leone	6	6	4	6	6	5.6
Zaïre	6	6	4	5	7	5.6
Mali	5	6	5	6	6	5.6
Mauritanie	5	6	4	6	7	5.6
Suriname	5	5	3	7	7	5.4
Brésil	5	2	4	8	8	5.4
Équateur	5	5	4	6	6	5.2
GROUPE C						5.6
Angola	2	3	3	4	6	3.6
Tanzanie	2	3	2	4	5	3.4
Chine	2	2	3	4	5	3.2
Russie	2	1	2	3	5	2.6
Vietnam	2	1	3	3	3	2.4
Albanie	1	2	2	1	3	2
Myanmar	2	2	2	1	3	2
Mozambique	2	2	1	2	2	1.8
Mongolie	2	0	1	1	2	1
Iran	2	1	1	0	1	1
GROUPE D						2.3

Source: Eui-Soo Pang, août 1994.

Risk Table by Eul-Soo Pang

The risk table is built by Eul-Soo Pang. The following five groups of variables are weighed: (a) macroeconomic fundamentals include - exchange and interest rates; inflation, revenues, money supplies, debt-export ratio; (b) legal framework - foreign ownership, restrictions on exit, joint venture regulations, right of expatriating capital and profits; (c) fiscal regime - number of taxes, corporate tax rates, royalties, capital gain tax, windfall & additional tax; (d) business environment - social and physical infrastructure, mining tradition & mentality; and (e) geology & mining regulations, environmental rules.

Each one of these five categories is rated numerically, using the Price model, with 10 being risk-free and 0 being the most risky.

Data for the variables come from the following sources: country's mining, environmental codes, foreign investment laws; U.S. Bureau of Mines commodity summaries; USGS country reports; US Department of State country reports; annual and quarterly reports of central banks; World Bank's world tables; IMF debt tables; Bank of America's country forecast and outlook; International Business Communications's Survey; the Economist's Country Forecasts; American Bureau of Metals Statistics; and proprietary data generated by Eul-Soo Pang in the fields.

Group A : at least four of the above five categories are good to excellent (8 to 10)

Group B : three of the five criteria are good (6.5 to 7.9)

Group C : two of the five categories are good to fair (5 to 6.4)

Group D : one of the five criteria is good and basically accepts foreign investment but cannot offer the safety and profitability of capital (0 to 4.9).

Tableau 7: Situation de l'emploi chez Linmine par département en avril 1996

MANPOWER - APRIL 1996										
DIVISION	Staff		Technical		Industrial		Casual		Total	
	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget
Mining	92	101	2	4	609	696	12	15	715	816
Processing	41	43	0	0	319	297	24	2	384	342
Product Quality	13	11	1	2	56	65	0	3	70	81
Maintenance	9	9	0	0	46	58	0	0	55	67
Service Shops	10	12	0	2	133	147	10	0	153	161
Power	12	15	1	1	133	142	1	2	147	160
Administration	37	40	19	22	225	254	0	0	281	316
Finance	60	76	3	5	96	132	4	2	163	215
Marketing	2	3	0	0	0	0	0	0	2	3
TOTAL	276	310	26	36	1,617	1,791	51	24	1,970	2,161

Source: BIDCO, 1996

Tableau 8: Prospectives pour les entreprises d'exploitation aurifère de moyenne et grande envergures

Abbreviations

PP : Permis de prospection
 PO : Permis d'opération
 PA : Production additionnelle (en onces)

	1995	1996	1997	1998	1999	2000
PP aux moyennes entreprises	1,650	1,900	2,200	2,500	2,900	3,300
PO aux moyennes entreprises	–	–	38	44	50	58
PA des moyennes entreprises	–	–	456,000	528,000	600,000	696,000
PP aux grandes entreprises	30	40	44	48	53	58
PO aux grandes entreprises	–	–	1	1	1	1
PA des grandes entreprises	–	–	100,000	100,000	100,000	100,000
Production annuelle locale	105,000	110,000	116,000	128,000	134,000	141,000
Production annuelle de OGML*	270,000	300,000	300,000	300,000	300,000	300,000
Production totale estimée	385,000	410,000	972,000	1,056,000	1,134,000	1,273,000

Les estimations précédentes sont basées sur les hypothèses suivantes:

Moyennes entreprises

PP : Croissance annuelle estimée à 15%
 PO : 2% des PP conduiront à l'octroi d'un PO
 Production additionnelle moyenne estimée à 12,000 onces / an par PO

Grandes entreprises

PP : Croissance annuelle estimée à 10%
 PO : 2.5% des PP conduiront à l'octroi d'un PO
 Production additionnelle moyenne estimée à 100,000 onces / an par PO

Croissance annuelle de la production locale estimée à 5%

* Production annuelle moyenne de OGML après l'expansion du site

Exportations canadiennes en provenance de la Guyane /
Canadian exports from Guyana

Year	HS Code	Description	Unit of measure	Province	Value (Cdn \$)	Quantity
95	84137000	Centrifugal pumps nes	NMB	ON	17,910	2
95	84138100	Pumps nes	NMB	ON	2,681	3
95	84172000	Bakery ovens, including biscuit ovens, non-electric	NMB	ON	13,900	1
95	84182200	Refrigerators, household type, absorption-type, electrical	NMB	ON	300	2
95	84186900	Refrigerating or freezing equipment nes		ON	126,346	S/O
95	84223000	Mach for fill/clos/seal/etc.btle/can/box/ bag or ctnr nes, mach for aerating bev	NMB	QC	17,534	1
95	84272000	Self-propelled works trucks nes	NMB	BC	100,014	1
95	84291100	Bulldozers and angledozers, crawler type	NMB	BC	114,040	1
95	84295200	Shovels and excavators with a 360 revolving superstructure	NMB	BC	141,205	1
95	84295900	Self-propelled excavating machinery nes		ON	9,000	S/O
95	84304100	Boring or sinking machinery nes, selfpropelled		BC	320,717	S/O
95	84304100	Boring or sinking machinery nes, selfpropelled		QC	148,132	S/O
95	84313990	Parts of lifting, handling, loading or unloading machinery, nes		ON	41,693	S/O
95	84314300	Parts of boring or sinking machinery, whether or not self-propelled		AB	22,618	S/O
95	84314300	Parts of boring or sinking machinery, whether or not self-propelled		BC	30,879	S/O
95	84314300	Parts of boring or sinking machinery, whether or not self-propelled		ON	305,847	S/O
95	84314300	Parts of boring or sinking machinery, whether or not self-propelled		QC	65,788	S/O
95	84314900	Parts of cranes, work-trucks, shovels, and other construction machinery		BC	4,898	S/O
95	84362100	Poultry incubators and brooders	NMB	ON	7,500	2
95	84368010	Agricultural or horticultural machinery, nes, incl germination plant		ON	73,422	S/O
95	84381010	Machinery for the mfg of macaroni, spaghetti or sim prods, nes		AB	82,860	S/O
95	84381020	Bakery machinery, nes		ON	160,787	S/O
95	84389020	Pts of mach nes, for the mfr of confectionery, cocoa or chocolate		ON	8,575	S/O
95	84439000	Parts of printing machinery & machines for uses ancillary to printing		ON	8,850	S/O
95	84539000	Pts of mach for prep etc hides skin leathr or mak or rep foot of sewing mch		ON	2,603	S/O
95	84596100	Milling machines nes, numerically controlled for removing metal	NMB	ON	6,707	1
95	84659200	Planing/milling or moulding (by cutting) mach for working wood/plastic etc	NMB	ON	6,840	1
95	84719200	Input or output units, whether or not presented with the rest of a system etc	NMB	ON	1,831	3
95	84719900	Automatic data processing machines and units thereof, nes		ON	2,711	S/O
95	84733000	Parts and accessories of automatic data processing machines & units thereof		ON	13,013	S/O
95	84742000	Crushing/grinding machines for earth/ stone/ores or other minerals subs etc		RC	7,016	S/O
95	84799000	Parts of machines & mechanical appliance nes having individual functions		AB	4,510	S/O
95	84799000	Parts of machines & mechanical appliance nes having individual functions		ON	35,000	S/O
95	84799000	Parts of machines & mechanical appliance nes having individual functions		QC	3,610	S/O
95	84799000	Parts of machines & mechanical appliance nes having individual functions		BC	6,688	S/O
95	84859000	Machinery parts, non-electrical, nes		ON	684	1
95	85043100	Transformers electric power handling capacity not exceeding 1 KVA, nes	NMB	AB	370	S/O
95	85044000	Static converters, nes		ON	85,285	S/O
95	85044000	Static converters, nes		ON	7,809	28
95	85081000	Drills, hand-held, with self-contained electric motor	NMB	BC	8,202	S/O
95	85089000	Parts of hand tools with self-contained electric motor	NMB	AB	98,206	671
95	85171000	Telephone sets	NMB	ON	69,092	1,894
95	85171000	Telephone sets		AB	16,058	S/O
95	85179000	Parts of electrical apparatus for line telephone or line telegraphy		ON	45,835	S/O
95	85179000	Parts of electrical apparatus for line telephone or line telegraphy	NMB	AB	351	2
95	85183000	Headphones, earphones and combined microphone/speaker sets		ON	2,738	S/O
95	85242300	Recorded magnetic tapes, of a width exceeding 6.5 mm				

95	85299000	Parts suitable for use solely or princ with the app of headings 85.25 to 85.28		QC	60,417	S/O
95	85369000	Electrical app for switching or protec elec circuits, not exceed 1,000 V, nes		AB	6,600	S/O
95	85371000	Boards, panels, including numerical control panels, for a voltage & 1,000 V		QC	256,256	S/O
95	85381000	Boards, panels, etc for goods of heading no. 85.37, not equipped with their app		QC	10,234	S/O
95	85441100	Insulated (including enameled or anodised) winding wire of copper	KGM	ON	4,942	750
95	85444100	Electric conductors, for a voltage not exceeding 80 V, fitted with connectors		AB	1,068	S/O
95	85444900	Electric conductors, for a voltage not exceeding 80 V, nes		ON	2,450	S/O
95	87012000	Road tractors for semi-trailers (truck tractors)	NMB	ON	20,000	2
95	87019020	Tractors, wheeled, used, nes	NMB	ON	82,000	9
95	87032100	Automobiles with reciprocating piston engine displacing not more than 1000 cc	NMB	BC	13,866	1
95	87042200	Diesel powered trucks with a GVW exc five tonnes but not exc twenty tonnes	NMB	BC	100,968	1
95	87043100	Gas powered trucks with a GVW not exceeding five tonnes	NMB	BC	10,147	1
95	87089990	Other parts and accessories for motor vehicles		ON	34,009	S/O
95	87089990	Other parts and accessories for motor vehicles		QC	6,115	S/O
95	84099100	Parts for spark-ignition type engines nes		ON	547	S/O
95	84186900	Refrigerating or freezing equipment nes		PE	54,352	S/O
95	84339000	Parts of harvesting, threshing and other agricultural and mowing machinery		ON	13,177	S/O
95	84691000	Automatic typewriters and wordprocessing machines		ON	3,978	S/O
95	84705000	Cash registers	NMB	ON	8,619	6
95	84712000	Digital auto data process mach cntg in the same housing a CPU input & output		ON	3,884	S/O
95	84719100	Digital process units whether or not presented with the rest of a system etc		ON	97,614	S/O
95	84719200	Input or output units, whether or not presented with the rest of a system etc	NMB	ON	15,267	49
95	84731000	Parts and accessories of typewriters and word-processing machines, o/t cases		ON	2,009	S/O
95	84733000	Parts and accessories of automatic data processing machines & units thereof		ON	6,527	S/O
95	85171000	Telephone sets	NMB	ON	59,668	2,504
95	85179000	Parts of electrical apparatus for line telephone or line telegraphy		ON	3,160	S/O
95	87019020	Tractors, wheeled, used, nes	NMB	BC	44,802	1
95	87019020	Tractors, wheeled, used, nes	NMB	ON	52,802	3
95	87043100	Gas powered trucks with a GVW not exceeding five tonnes	NMB	AB	10,500	4
95	87043100	Gas powered trucks with a GVW not exceeding five tonnes	NMB	ON	34,566	3
95	87089990	Other parts and accessories for motor vehicles		ON	4,000	S/O
95	87113000	Motorcycles with reciprocating piston engine displacing > 250 cc to 500 cc	NMB	ON	13,574	5
94	84029000	Parts of steam or vapour generating boilers nes		ON	267,459	S/O
94	84135000	Reciprocating positive displacement pumps nes	NMB	QC	10,479	1
94	84138100	Pumps nes	NMB	BC	15,575	1
94	84139100	Parts of pumps for liquid whether or not fitted with a measuring device		ON	4,722	S/O
94	84139100	Parts of pumps for liquid whether or not fitted with a measuring device		QC	32,371	S/O
94	84172000	Bakery ovens, including biscuit ovens, non-electric	NMB	ON	40,896	2
94	84182900	Refrigerators, household type, nes	NMB	ON	200	1
94	84184000	Freezers of the upright type, not exceeding 900 l capacity	NMB	ON	300	1
94	84185000	Oth refrig/freez chests, cabinets, displ counter, show-cases, ref/freez furn		ON	200	S/O
94	84198100	Machinery for making hot drinks or for cooking or heating food, non domestic		ON	33,927	S/O
94	84199000	Parts of machinery, plant and equipment of heading No 84.19		ON	8,912	S/O
94	84233000	Constant weight scales, including hopper scales		ON	24,642	S/O
94	84238900	Weighing machinery, nes		ON	840	S/O
94	84272000	Self-propelled works trucks nes	NMB	ON	70,592	3
94	84283900	Cont-action elevators/conveyors for goods/mat nes	NMB	ON	16,919	2
94	84295100	Front end shovel loaders	NMB	ON	22,173	1
94	84304100	Boring or sinking machinery nes, self-propelled		QC	49,065	S/O
94	84312000	Parts of fork-lift and other works trucks fitted with lifting equipment		ON	4,768	S/O
94	84314300	Parts of boring or sinking machinery, whether or not self-propelled		BC	28,418	S/O

94	84314300	Parts of boring or sinking machinery, whether or not self-propelled		ON	31,127	S/O
94	84314900	Parts of cranes, work-trucks, shovels, and other construction machinery		BC	5,758	S/O
94	84314900	Parts of cranes, work-trucks, shovels, and other construction machinery		ON	28,544	S/O
94	84314900	Parts of cranes, work-trucks, shovels, and other construction machinery		QC	2,500	S/O
94	84331900	Mowers, powered, lawn, nes	NMB	ON	36,300	3
94	84335100	Combine harvester threshers	NMB	ON	15,000	1
94	84339000	Parts of harvesting, threshing and other agricultural and mowing machinery		ON	797	S/O
94	84362900	Poultry-keeping machinery, nes	NMB	ON	11,000	111
94	84369910	Parts of forestry machinery, nes, incl pts of germination plant		QC	3,067	S/O
94	84379000	Pts of clean/sort mach etc for seed/grm etc mill/wrkg of cereals etc exc f-type		ON	19,433	S/O
94	84381020	Bakery machinery, nes		ON	210,911	S/O
94	84385000	Machinery for the preparation of meat or poultry		ON	1,325	S/O
94	84435000	Printing machinery nes		ON	10,720	S/O
94	84659900	Mach-its for working wod/crk/bne/hrd rubber/hrd plas or sim hrd mat etc nes	NMB	ON	3,000	3
94	84663000	Dividg heads & other spec attach for mch for use with mch or hdg 84.56 to 84.65		ON	121,100	S/O
94	84712000	Digital auto data process mach cntg in the same housing a CPU input & output		BC	7,309	S/O
94	84719100	Digital process units whether or not presented with the rest of a system etc		BC	7,137	S/O
94	84719100	Digital process units whether or not presented with the rest of a system etc		ON	1,401	S/O
94	84719200	Input or output units, whether or not presented with the rest of a system etc	NMB	BC	7,319	7
94	84719200	Input or output units, whether or not presented with the rest of a system etc	NMB	ON	14,534	23
94	84719200	Input or output units, whether or not presented with the rest of a system etc	NMB	QC	12,097	12
94	84719300	Storage units, whether or not presented with the rest of a system	NMB	ON	930	3
94	84733000	Parts and accessories of automatic data processing machines & units thereof		BC	1,296	S/O
94	84733000	Parts and accessories of automatic data processing machines & units thereof		ON	45,798	S/O
94	84733000	Parts and accessories of automatic data processing machines & units thereof		QC	18,822	S/O
94	84741000	Sorting/screening/separating or washing mach for stone/ores or other min etc		ON	181,000	S/O
94	84749020	Pts of crushing or grinding machines		ON	3,064	S/O
94	84749020	Pts of crushing or grinding machines		QC	147,139	S/O
94	84798900	Machines & mechanical appliances nes having individual functions		ON	76,581	S/O
94	84799000	Parts of machines & mechanical appliance nes having individual functions		ON	35,672	S/O
94	84818000	Taps, cocks, valves and similar appliances, nes		ON	2,285	S/O
94	84819000	Parts of taps, cocks, valves or similar appliances		ON	2,739	S/O
94	84828000	Bearings, ball or roller, nes, including combined ball/roller bearings		ON	1,287	S/O
94	84833000	Bearing housings, not incorporating ball or roller bearings; plain shaft bearings		ON	21,631	S/O
94	84836000	Clutches and shaft couplings (including universal joints)		ON	3,834	S/O
94	85043200	Transformers electric power handling capacity > 1 KVA but ≤ 16 KVA, nes	NMB	ON	17,120	8
94	85043300	Transformers electric power handling capacity > 16 KVA but ≤ 500 KVA	NMB	ON	11,254	10
94	85044000	Static converters, nes		AB	319	S/O
94	85088000	Tools, nes, hand-held, with self-contained electric motor	NMB	ON	2,338	16
94	85099000	Parts of electro-mech dom appliances with self-contained electric motor		ON	4,105	S/O
94	85159000	Pts of electric/laser/ultrasonic mach etc for weld/cut nes or hot spray of met		ON	6,155	S/O
94	85167900	Electro-thermic appliances, domestic, nes	NMB	ON	25,000	500
94	85171000	Telephone sets	NMB	AB	33,183	325
94	85173000	Telephonic or telegraphic switching apparatus		AB	22,408	S/O
94	85174000	Apparatus, for carrier-current line systems, nes		BC	230	S/O
94	85174000	Apparatus, for carrier-current line systems, nes		ON	645	S/O
94	85179000	Parts of electrical apparatus for line telephone or line telegraphy		AB	18,175	S/O
94	85179000	Parts of electrical apparatus for line telephone or line telegraphy		ON	53,608	S/O
94	85183000	Headphones, earphones and combined microphone/speaker sets	NMB	AB	1,209	200
94	85242300	Recorded magnetic tapes, of a width exceeding 6.5 mm		ON	7,120	S/O
94	85242300	Recorded magnetic tapes, of a width exceeding 6.5 mm		QC	1,022	S/O

94	85249000	Recorded media for sound or other similarly recorded phenomena, nes		BC	1,051	S/O
94	85252000	Transmission apparatus, for radioteleph incorporating reception apparatus		BC	1,711	S/O
94	85281000	Television receivers including video monitors and video projectors, colour		ON	200	S/O
94	85318000	Electric sound or visual signalling apparatus, nes		ON	3,200	S/O
94	85366900	Electrical plugs and sockets, for a voltage not exceeding 1,000 volts		AB	1,146	S/O
94	85369000	Electrical app for switching or protec elec circuits, not exceed 1,000 V, nes		ON	39,526	S/O
94	85371000	Boards, panels, including numerical control panels, for a voltage ≤ 1,000 V		ON	8,599	S/O
94	85371000	Boards, panels, including numerical control panels, for a voltage ≤ 1,000 V		QC	9,250	S/O
94	85372000	Boards, panels, including numerical control panels, for a voltage > 1,000 V		QC	12,572	S/O
94	85399000	Parts of electric filament or discharge lamps, UV or IR lamps and arc-lamps		ON	6,000	S/O
94	85433000	Machines & apparatus for electroplating, electrolysis or electrophoresis		ON	2,272	S/O
94	85441100	Insulated (including enamelled or anodised) winding wire of copper	KGM	ON	3,628	758
94	85444100	Electric conductors, for a voltage not exceeding 80 V, fitted with connectors		AB	1,776	S/O
94	86090000	Cargo containers designed to be carried by one or more modes of transport		QC	1,450	S/O
94	87019020	Tractors, wheeled, used, nes	NMB	ON	34,000	5
94	87032220	Automobiles, used, w reciprocating piston engine displacing > 1000 cc to 1500 cc	NMB	ON	4,831	2
94	87032440	Automobiles, used with reciprocating piston engine displacing > 3000 cc	NMB	ON	2,000	1
94	87083900	Brake system parts nes for motor vehicles		ON	5,125	S/O
94	87087000	Wheels including parts and accessories for motor vehicles		ON	1,532	S/O
94	87089200	Mufflers and exhaust pipes for motor vehicles		ON	463	S/O
94	87089990	Other parts and accessories for motor vehicles		ON	68,135	S/O
94	87149900	Bicycle parts nes		ON	5,000	S/O
94	84691000	Automatic typewriters and wordprocessing machines		ON	11,518	S/O
94	84691000	Automatic typewriters and wordprocessing machines		QC	3,904	S/O
94	84693100	Typewriters, non-electric, weighing not more than 12 kg, excluding case	NMB	ON	2,760	10
94	84719100	Digital process units whether or not presented with the rest of a system etc		ON	55,303	S/O
94	84719100	Digital process units whether or not presented with the rest of a system etc		QC	14,053	S/O
94	84719200	Input or output units, whether or not presented with the rest of a system etc	NMB	ON	21,526	46
94	84719300	Storage units, whether or not presented with the rest of a system	NMB	ON	1,109	2
94	84721000	Office duplicating machines	NMB	ON	8,825	10
94	84731000	Parts and accessories of typewriters and word-processing machines, o/l cases		ON	1,003	S/O
94	84733000	Parts and accessories of automatic data processing machines & units thereof		ON	1,812	S/O
94	84824000	Bearings, needle roller		ON	661	S/O
94	84834000	Gears and gearing, ball screws, gear boxes, speed changers/torque converters		ON	27,222	S/O
94	84841000	Gaskets of metal sheeting combined with other material		ON	3,117	S/O
94	85073000	Nickel-cadmium electric accumulators	NMB	ON	231	1
94	85174000	Apparatus, for carrier-current line systems, nes		ON	621	S/O
94	85249000	Recorded media for sound or other similarly recorded phenomena, nes		ON	766	S/O
94	85444100	Electric conductors, for a voltage not exceeding 80 V, fitted with connectors		ON	1,881	S/O
94	87081000	Bumpers and parts for motor vehicles		ON	9,710	S/O
94	87089990	Other parts and accessories for motor vehicles		ON	22,759	S/O
94	87115000	Motorcycles with reciprocating piston engine displacing more than 800 cc	NMB	ON	6,000	1
94	85444100	Electric conductors, for a voltage not exceeding 80 V, fitted with connectors		ON	1,881	S/O
94	87081000	Bumpers and parts for motor vehicles		ON	9,710	S/O
94	87089990	Other parts and accessories for motor vehicles		ON	22,759	S/O
94	87115000	Motorcycles with reciprocating piston engine displacing more than 800 cc	NMB	ON	6,000	1
SO = Sans objet / Non applicable						

ANNEX C

Graph 1: Exports in the mining sector (1974-1995)

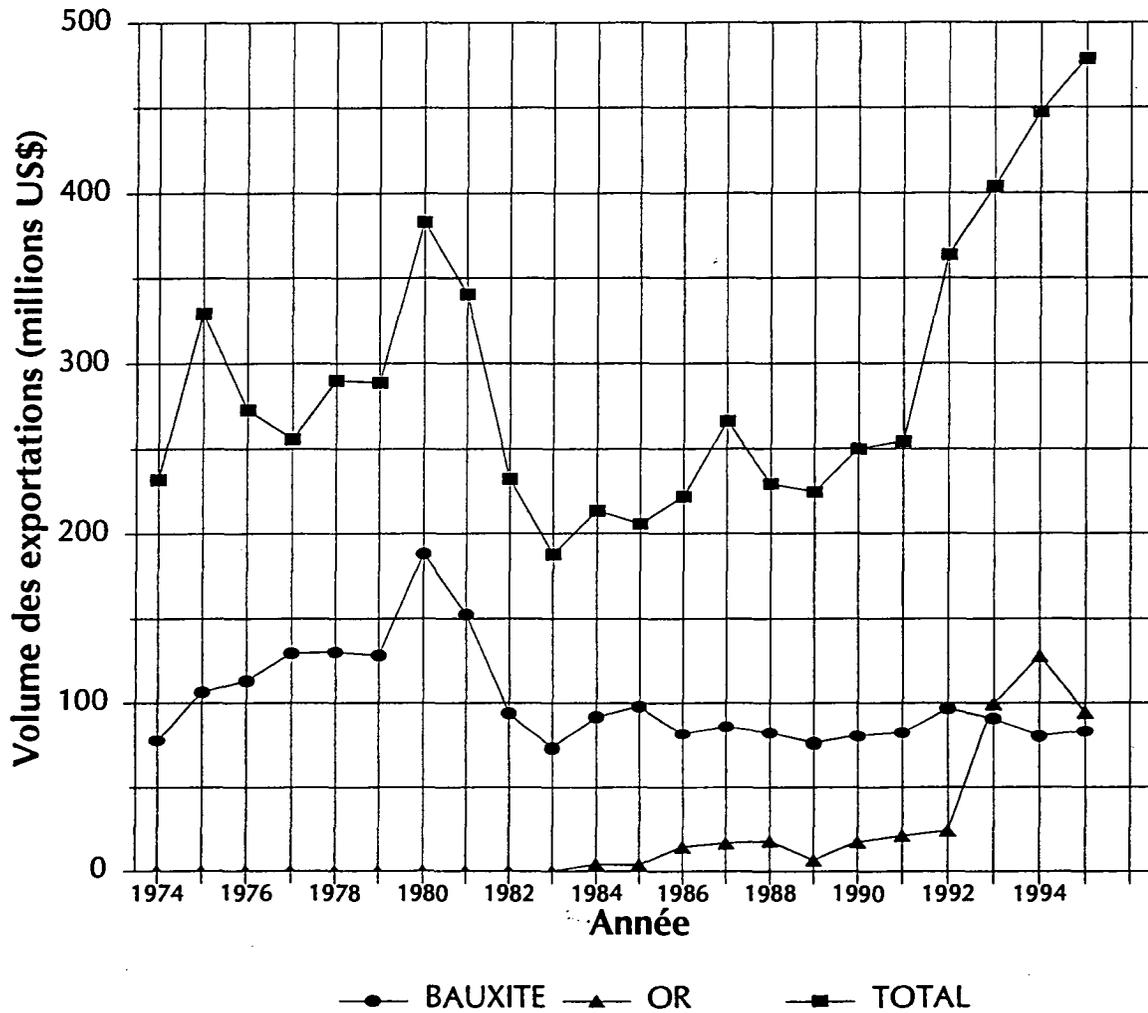
Graph 2: Gold prices between 1974-1995

ANNEXE C: DONNÉES STATISTIQUES - GRAPHIQUES

Graphique 1: Exportations reliées au secteur minier (1974-1995)

Graphique 2: Évolution du prix de l'or entre 1986 et 1995

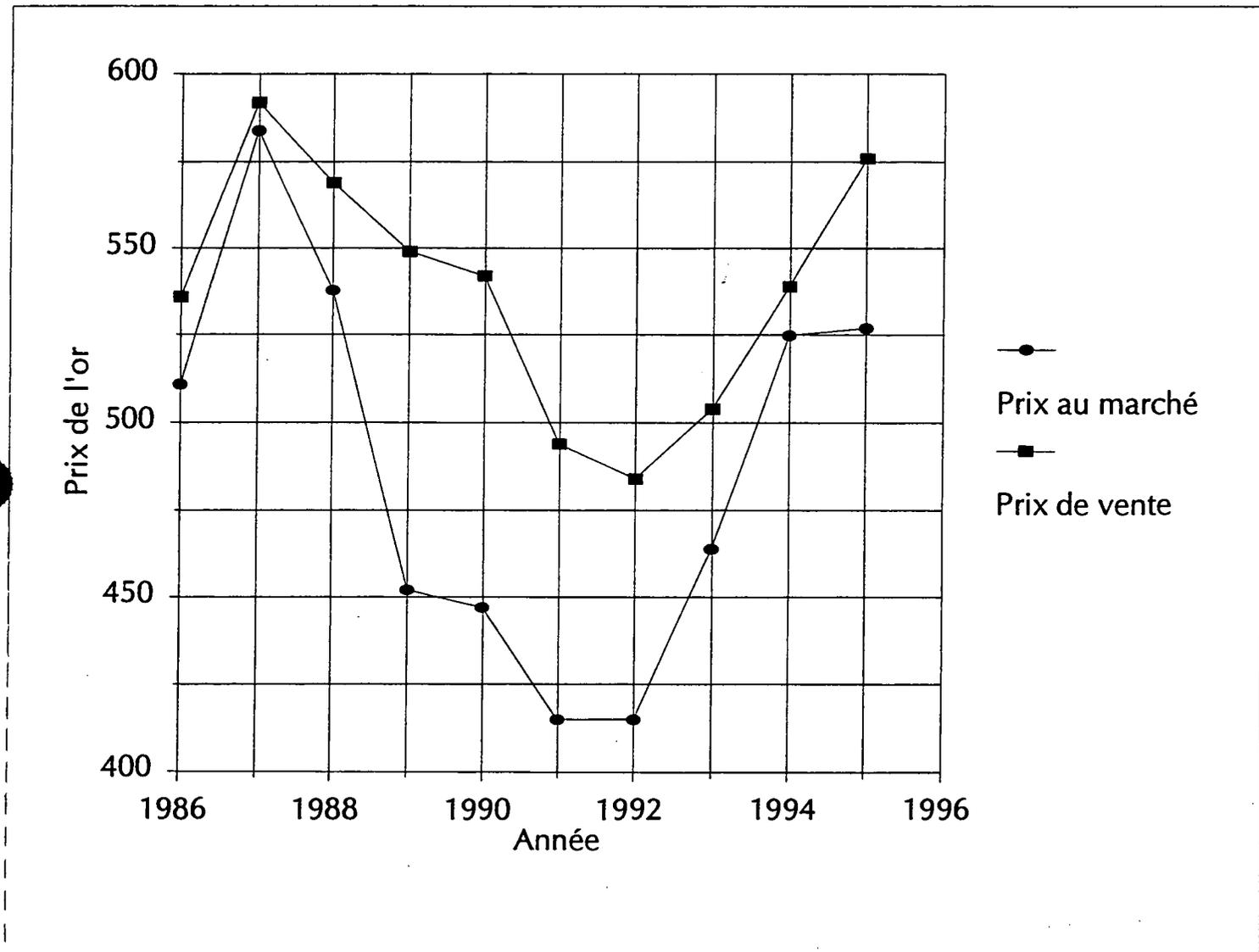
Graphique 1: Exportations reliées au secteur minier (1974-1995)



Source:

Compilé à partir d'informations recueillies auprès du *Bureau de la statistique et autres agences gouvernementales*, 1995

Graphique 2: Évolution du prix de l'or entre 1986 et 1995



Source: *Cambior*, Rapport annuel 1995

ANNEX D

* **SAMPLES OF CUSTOMS FORMS**

ANNEXE D: PROCÉDURES DOUANIÈRES

- ✉ Formulaire C72 complété et traité "Customs Declaration (Import/Export)"
- ✉ Airwaybill de la compagnie Minco Sales Corporation
- ✉ Facture de la compagnie Minco Sales Corporation
- ✉ Formulaire vierge "Work Sheet"
- ✉ Formulaire C72 vierge (recto)
- ✉ Formulaire C72 vierge (verso)
- ✉ Formulaire C72(a) vierge "Continuation Sheet"
- ✉ Customs Regime Codes
- ✉ Transport Codes & Transit Shed Codes
- ✉ Duty Tax Codes & Duty Tax Base

**REPUBLIC OF GUYANA
CUSTOMS & EXCISE DEPARTMENT**



**CUSTOMS DECLARATION
(IMPORT/EXPORT)**

FORM C72

1. EXPORTER/CONSIGNOR (NAME, ADDRESS) MARINE CARGO 9000 25th ST. MIAMI FL. 33172 USA				2. INCOTERMS C4		FOR OFFICIAL USE			
3. IMPORTER/CONSIGNEE (NAME, ADDRESS) LINDEN P.O. BOX 27 MACKENZIE, LINDEN				4. TOTAL NO OF PACKS 1		5. TOTAL NO OF ITEMS 9			
6. REFERENCE NO. 100099				7. TOTAL NO OF ITEMS 3		8. WATERMARK MINESMAR T/3/82 MIN			
9. DECLARANT (AGENT) LURVIN BARRETT				10. FREIGHT OFFICE GEORGETOWN		11. CLEARANCE OFFICE GEORGETOWN			
12. REFERENCE NO. 2048				13. CURRENCY US DOLLARS USD		14. EXCHANGE RATE 134.00		15. TOP draft	
16. MODE OF TRANSPORT OCEAN ROY V04 23				17. TRANS MODE SEA		18. NATIONALITY GERMANY DE		19. ADDITIONAL PARTICULARS ST. LETTER# 38/2/14 DATED: 96/01/24	
20. D.O.P. 96/01/20		21. ROTATION NO. 63		22. BL (OR AWB) NO. MIGY6A010		23. FID# 99/96			
24. MANIFEST NO. USA		25. SUPPLY NO. US		26. DESCRIPTION OF GOODS ELECTRICAL APPARATUS		27. C429		28. NET MASS (KG) 8536.90	
29. LICENCE NO & EXPIRY DATE		30. SUPPLY NO.		31. NO & TYPE OF PACKAGES 3 ctrs		32. TOTAL DUTY TAX 58,269.43		33. CUSTOMS VALUE (USD) 159,642.24	
34. DUTY TAX TYPE IMP/DTY		35. CODE 01		36. DUTY TAX BASE CIF		37. RATE 24		38. DUTY TAX DUE \$ 159,642.24	
34. DUTY TAX TYPE IMP/C.TAX		35. CODE 02		36. DUTY TAX BASE DTY/VAL.		37. RATE 32		38. DUTY TAX DUE \$ 167,624.31	
39. MARKS & NOS AS ADD. 9 pkgs. part				40. SUPPLY NO.		41. NO & TYPE OF PACKAGES 3 ctrs		42. TOTAL DUTY TAX 58,269.43	
43. DESCRIPTION OF GOODS TUBE (STEEL)				44. C429		45. NET MASS (KG) 7306.001		46. GROSS MASS (KG) 3417.51	
47. LICENCE NO & EXPIRY DATE		48. SUPPLY NO.		49. NO & TYPE OF PACKAGES 3 bundles		50. TOTAL DUTY TAX 225,768.25		51. CUSTOMS VALUE (USD) 1,456,569.28	
52. DUTY TAX TYPE IMP/DTY		53. CODE 01		54. DUTY TAX BASE CIF		55. RATE 24		56. DUTY TAX DUE \$ 1,456,569.28	
52. DUTY TAX TYPE IMP/C/TAX		53. CODE 02		54. DUTY TAX BASE DTY/VAL.		55. RATE 32		56. DUTY TAX DUE \$ 1,529,397.75	
57. MARKS & NOS AS ADD. 9 PKGS. PART				58. SUPPLY NO.		59. NO & TYPE OF PACKAGES 3 bundles		60. TOTAL DUTY TAX 225,768.25	
61. DESCRIPTION OF GOODS BEARING				62. C429		63. NET MASS (KG) 8.95		64. GROSS MASS (KG) 9.08	
65. LICENCE NO & EXPIRY DATE		66. SUPPLY NO.		67. NO & TYPE OF PACKAGES 1 ctr.		68. TOTAL DUTY TAX 12,942.08		69. CUSTOMS VALUE (USD) 35,457.74	
70. DUTY TAX TYPE IMP/DTY		71. CODE 01		72. DUTY TAX BASE CIF		73. RATE 24		74. DUTY TAX DUE \$ 35,457.74	
70. DUTY TAX TYPE IMP/C/TAX		71. CODE 02		72. DUTY TAX BASE DTY/VAL.		73. RATE 32		74. DUTY TAX DUE \$ 37,230.63	
75. MARKS & NOS AS ADD. 9 pkgs. balance				76. SUPPLY NO.		77. NO & TYPE OF PACKAGES 1 ctr.		78. TOTAL DUTY TAX 12,942.08	
79. We hereby declare that the information and particulars mentioned herein are true and complete and accept fully the conditions and requirements attaching to the use of the C.P.Cs. mentioned herein				80. SIGNATURE OF DECLARANT LINDEN MINING ENTERPRISES LIMITED		81. SIGNATURE OF CUSTOMS OFFICER		82. SIGNATURE OF CUSTOMS OFFICER	
83. SIGNATURE AND DATE OF DECLARANT				84. VERIFIED FOR PAYMENT		85. TOTAL OTHER DUTIES FREE		86. TOTAL DUTY TAX 286,979.76	

Shipper's Name and Address Minco Sales Corp. 1001 Franklin Ave Garden City, Ny 11630		Shipper's Account Number Not negotiable (Air Consignment Note) 508081000 Air Waybill* LAPARKAN 2929 N.W. 73 STREET MIAMI, FLORIDA 33147	
Consignee's Name and Address Berbice Mining Enterprise Berbice Guyana		Consignee's Account Number It is agreed that the goods described herein are accepted in apparent good order and condition (except as noted) for carriage SUBJECT TO THE CONDITIONS OF CONTRACT ON THE REVERSE HEREOF. THE SHIPPER'S ATTENTION IS DRAWN TO THE NOTICE CONCERNING CARRIERS' LIMITATION OF LIABILITY. Shipper may increase such limitation of liability by declaring a higher value for carriage and paying a supplemental charge if required.	
Issuing Carrier's Agent Name and City Berbice Mining Enterprise P.O. Box 63, New Amsterdam Guyana		Accounting Information <p style="text-align: center; font-size: 1.2em;">PREPAID</p>	
Agent's IATA Code Account No. <p style="text-align: center;">110315</p>		Airport of Departure (Addr. of first Carrier) and requested Routing MIAMI INTERNATIONAL AIRPORT	
Airport of Destination GEORGETOWN		Flight/Date 071296	
Handling Information <p style="text-align: center;">Po # 84178</p>		Currency Declared Value for Carriage Declared Value for Customs U.S. \$ X X N V D N V D	
Amount of Insurance INSURANCE - If Carrier offers insurance, and such insurance is requested in accordance with conditions on reverse hereof, indicate amount to be insured in figures in box marked "amount of insurance".		Amount of Insurance INSURANCE - If Carrier offers insurance, and such insurance is requested in accordance with conditions on reverse hereof, indicate amount to be insured in figures in box marked "amount of insurance".	

No of Pieces RCP	Gross Weight	Rate Class	Chargeable Weight	Rate / Charge	Total	Nature and Quantity of Goods (incl. Dimensions or Volume)
2	428 P		428	.800	342.40	SAID TO CONTAIN: Machinery Parts
2	428		428		342.40	SED

Prepaid 342.40	Weight Charge Collect	Other Charges Awb 10.00 Sed 20.00
Valuation Charge		
Tax		
Total other Charges Due Agent		Shipper certifies that the particulars on the face hereof are correct and that insofar as any part of the consignment contains dangerous goods, such part is properly described by name and is in proper condition for carriage by air according to the applicable Dangerous Goods Regulations.
Total other Charges Due Carrier 30.00		
Total prepaid 372.40		
Total collect		Signature of Shipper or his Agent
Date of Issue Jul 11, 1986		Signature of Issuing Carrier or its Agent <i>S. Moore</i>
Place of Issue MIAMI, FLORIDA		

959 - 60421000

07/11/96 14:36 305 693 5515

LAPARKAN

003

7- 8-96 2:01 PM :

516: 2/ 3

TELEX: 228337
(516) 741-8755
P.O. BOX 7587

INVOICE

FAX: (516) 741-8764

MINCO SALES CORPORATION

1001 FRANKLIN AVENUE • GARDEN CITY, N.Y. 11530-7597

BERBICE MINING ENTERPRISE LTD.
BIDCO BUILDING
71 MAIN STREET
GEORGETOWN, GUYANA

MARKS
BERMINE
P.O. 84178 BME-KK
MADE IN U.S.A.
PKG. NO. 1/2

DATE	INVOICE NO.	CUSTOMER ORDER NO.	OUR ORDER NO.
JULY 8, 1996	27-248	84178 BME-KK	8427

Terms of Payment **NET 30 DAYS**

ITEM NO.	QUANTITY	COMPLETE SHIPMENT	DESCRIPTION	PRICE	TOTAL
1	1 EA.	4 N 6765	CYLINDER HEAD	\$3,128.71	\$3,128.71
2	24 EA.	5M 4169,	CAM FOLLOWER	37.86	908.64
			EX-FACTORY		\$4,037.35
			INLAND FREIGHT, PREPARATION & DELIVERY		285.00
			TOTAL F.O.B. LAPARKAN AIRWAYS MIAMI, FLORIDA.....		\$4,322.35
			DOMESTIC PACKED		
		<u>PACKING SPECIFICATIONS</u>			
		<u>GROSS WEIGHT/KILOS</u>	<u>MEASUREMENTS</u>	<u>CUBIC FEET</u>	
ONE CARTON:		23 LBS./10.43	16 X 17 X 5	0.79	
ONE GRATE :		428 LBS./194.13	44 X 49 X 13	16.22	
		TOTAL WEIGHT: 451 LBS.	TOTAL PIECES: 2		
		CERTIFIED TRUE AND CORRECT -- MADE IN U.S.A.			
		MINCO SALES CORPORATION			
		BY: <i>H. Russo</i>			

**REPUBLIC OF GUYANA
CUSTOMS & EXCISE
DEPARTMENT**

WORK SHEET

FORM C72 B

IMPORTER'S NAME:	No.
DECLARANT'S NAME:	Ref No.
VESSEL / AIRCRAFT:	Roll # D.O.R.
F. O. B. VALUE ON INVOICE (FCY) =	CONVERSION FACTOR: TOTAL CHARGES (FCY) ÷ BY TOTAL F.O.B. (FCY), ie <hr style="width:80%; margin: 10px auto;"/> = ratio
FRT. INS. & OTER COSTS (FCY) =	
C. I. F. VALUE (FCY) =	
RATE OF EXCHANGE =	
C. I. F. VALUE (GS) =	

DESCRIPTION	ITEM 1	ITEM 2	ITEM 3
INVOICE VALUE (FCY)			
FRT. INS & CHGS (FCY)			
C. I. F. (FCY)			
RATE OF EXCHANGE			
CUSTOMS VALUE (GS) (BOX 33)			
	ITEM 4	ITEM 5	ITEM 6
INVOICE VALUE (FCY)			
FRT. INS & CHGS (FCY)			
C. I. F. (FCY)			
RATE OF EXCHANGE			
CUSTOMS VALUE (GS) (BOX 33)			
	ITEM 7	ITEM 8	ITEM 9
INVOICE VALUE (FCY)			
FRT. INS & CHGS (FCY)			
C. I. F. (FCY)			
RATE OF EXCHANGE			
CUSTOMS VALUE (GS) (BOX 33)			
	ITEM 10	ITEM 11	ITEM 12
INVOICE VALUE (FCY)			
FRT. INS & CHGS (FCY)			
C. I. F. (FCY)			
RATE OF EXCHANGE			
CUSTOMS VALUE (GS) (BOX 33)			

**REPUBLIC OF GUYANA
CUSTOMS & EXCISE DEPARTMENT**



**CUSTOMS DECLARATION
(IMPORT/EXPORT)**

FORM C72

1. EXPORTER/CONSIGNOR (NAME, ADDRESS) NO.		4. REGIME		FOR OFFICIAL USE																	
		5. TOT. NO. OF PAGES																			
		6. TOT. NO. OF PKGS																			
		7. TOT. NO. OF ITEMS																			
2. IMPORTER/CONSIGNEE (NAME, ADDRESS) NO.		8. WAREHOUSE		9. Y/S/SHED																	
		10. FRONTIER OFFICE		11. CLEARANCE OFFICE																	
		12. CURRENCY		13. EXCHANGE RATE		14. T.O.P.															
		15. ADDITIONAL INFORMATION																			
3. DECLARANT/AGENT NO.		16. MEANS OF TRANSPORT		17. TRANS. MODE		18. NATIONALITY															
		19. D.O.R./D.O.D.		20. ROTATION NO.		21. B/L OR AWB NO.															
		22. MANIFEST NO.		23. C.O.C./C.O.D.		24. ACCOUNT HOLDER															
		25. DESCRIPTION OF GOODS		27. C.P.C.		28. COMMODITY CODE		29. NET MASS (KG)		30. GROSS MASS (KG)											
31. SUPP. QTY (1)				32. COUNTRY OF ORIGIN		33. CUSTOMS VALUE (GS)															
34. DUTY/TAX TYPE				CODE		35. DUTY/TAX BASE		CODE		36. BASE AMOUNT \$		c		37. RATE		38. DUTY/TAX DUE \$		c			
39. LICENCE NO. & EXPIRY DATE				40. SUPP. QTY (2)		41. NO. & TYPE OF PACKAGES		42. TOTAL DUTY/TAX													
26. MARKS & NOS.		25. DESCRIPTION OF GOODS		27. C.P.C.		28. COMMODITY CODE		29. NET MASS (KG)		30. GROSS MASS (KG)											
				31. SUPP. QTY (1)		32. COUNTRY OF ORIGIN		33. CUSTOMS VALUE (GS)													
				34. DUTY/TAX TYPE		CODE		35. DUTY/TAX BASE		CODE		36. BASE AMOUNT \$		c		37. RATE		38. DUTY/TAX DUE \$		c	
				39. LICENCE NO. & EXPIRY DATE		40. SUPP. QTY (2)		41. NO. & TYPE OF PACKAGES		42. TOTAL DUTY/TAX											
26. MARKS & NOS.		25. DESCRIPTION OF GOODS		27. C.P.C.		28. COMMODITY CODE		29. NET MASS (KG)		30. GROSS MASS (KG)											
				31. SUPP. QTY (1)		32. COUNTRY OF ORIGIN		33. CUSTOMS VALUE (GS)													
				34. DUTY/TAX TYPE		CODE		35. DUTY/TAX BASE		CODE		36. BASE AMOUNT \$		c		37. RATE		38. DUTY/TAX DUE \$		c	
				39. LICENCE NO. & EXPIRY DATE		40. SUPP. QTY (2)		41. NO. & TYPE OF PACKAGES		42. TOTAL DUTY/TAX											
26. MARKS & NOS.		25. DESCRIPTION OF GOODS		27. C.P.C.		28. COMMODITY CODE		29. NET MASS (KG)		30. GROSS MASS (KG)											
				31. SUPP. QTY (1)		32. COUNTRY OF ORIGIN		33. CUSTOMS VALUE (GS)													
				34. DUTY/TAX TYPE		CODE		35. DUTY/TAX BASE		CODE		36. BASE AMOUNT \$		c		37. RATE		38. DUTY/TAX DUE \$		c	
				39. LICENCE NO. & EXPIRY DATE		40. SUPP. QTY (2)		41. NO. & TYPE OF PACKAGES		42. TOTAL DUTY/TAX											
45. I/We hereby declare that the information and particulars mentioned herein are true and complete and accept fully the conditions and requirements attaching to the use of the C.P.Cs. mentioned herein.		SIGNATURE AND DATE OF DECLARANT/AGENT		43. OTHER CHARGES				44. SUMMARY DUTY/TAX \$ c													
				CODE		DESCRIPTION		AMOUNT		THIS PAGE											
										DUTY/TAX B/FWD.											
										TOTAL OTHER CHGS.											
				VALIDATED FOR PAYMENT		DATE		GRAND TOTAL PAYABLE													
				FOR COMPTROLLER OF CUSTOMS & EXCISE																	

<p>NOTICE OF EXPORTATION UNDER BOND</p> <p>I/We hereby give notice that I/We intend to export the goods listed overleaf on board the vessel/ aircraft bound for by virtue of special/General Bond # dated Bond in force.</p> <p>EXPORTER For Comptroller of Customs & Excise</p>	<p>CERTIFICATE OF SHIPMENT The packages mentioned overleaf have been (a) received on board.</p> <p>..... DATE MASTER/MATE</p> <p>(b) examined or seen on board.</p> <p>..... DATE PROPER OFFICER</p> <p>(c) shipped, satisfied</p> <p>..... DATE PROPER OFFICER</p>
--	---

<p>RECEIPT INTO WAREHOUSE</p> <p>Received and Warehoused. Packages into the state or Private Warehouse as described overleaf.</p> <p>..... DATE TIME CUSTOMS OFFICER</p>	<p>RELEASE/DELIVERY ORDER</p> <p>To the at Please deliver to the packages listed overleaf.</p> <p>..... DATE TIME CUSTOMS OFFICER</p>
---	---

<p>RENT AND CHARGES</p> <p>FROM TO No. of month(s) No. of Pkg(s) Measurement(s)</p> <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width:33%;">(A) DESCRIPTION</th> <th style="width:33%;">(B) RENT</th> <th style="width:33%;">(C) CHARGES</th> </tr> </thead> <tbody> <tr> <td>1) Rate per month:</td> <td></td> <td></td> </tr> <tr> <td>2) Amount</td> <td></td> <td></td> </tr> <tr> <td colspan="3">AMOUNT PAYABLE</td> </tr> </tbody> </table> <p>..... OFFICER-IN-CHARGE WAREHOUSE ACCOUNT DATE</p>	(A) DESCRIPTION	(B) RENT	(C) CHARGES	1) Rate per month:			2) Amount			AMOUNT PAYABLE			<p>MEMORANDA TO EXAMINING OFFICER</p>
(A) DESCRIPTION	(B) RENT	(C) CHARGES											
1) Rate per month:													
2) Amount													
AMOUNT PAYABLE													

RECORD OF EXAMINATION OF GOODS

**REPUBLIC OF GUYANA
CUSTOMS & EXCISE DEPARTMENT**



**CUSTOMS DECLARATION
(IMPORT/EXPORT)**

FORM C72
CONTINUATION SHEET

IMPORTER/EXPORTER (NAME, ADDRESS) NO.		4. REGIME		FOR OFFICIAL USE										
		5. PAGE NO OF												
		6. NO. OF ITEMS THIS PAGE												
DECLARANT/AGENT NO. REF.														
25. DESCRIPTION OF GOODS		27. C.P.C.		28. COMMODITY CODE		29. NET MASS (KG)		30. GROSS MASS (KG)						
		31. SUPP. QTY (1)		32. COUNTRY OF ORIGIN		33. CUSTOMS VALUE (G\$)								
TBM	34. DUTY/TAX TYPE		CODE	35. DUTY/TAX BASE		CODE	36. BASE AMOUNT \$		e	37. RATE		38. DUTY/TAX DUE \$		e
26. MARKS & NOS.														
39. LICENCE NO. & EXPIRY DATE		40. SUPP. QTY (2)		41. NO. & TYPE OF PACKAGES		42. TOTAL DUTY/TAX								
25. DESCRIPTION OF GOODS		27. C.P.C.		28. COMMODITY CODE		29. NET MASS (KG)		30. GROSS MASS (KG)						
		31. SUPP. QTY (1)		32. COUNTRY OF ORIGIN		33. CUSTOMS VALUE (G\$)								
TBM	34. DUTY/TAX TYPE		CODE	35. DUTY/TAX BASE		CODE	36. BASE AMOUNT \$		e	37. RATE		38. DUTY/TAX DUE \$		e
26. MARKS & NOS.														
39. LICENCE NO. & EXPIRY DATE		40. SUPP. QTY (2)		41. NO. & TYPE OF PACKAGES		42. TOTAL DUTY/TAX								
25. DESCRIPTION OF GOODS		27. C.P.C.		28. COMMODITY CODE		29. NET MASS (KG)		30. GROSS MASS (KG)						
		31. SUPP. QTY (1)		32. COUNTRY OF ORIGIN		33. CUSTOMS VALUE (G\$)								
TBM	34. DUTY/TAX TYPE		CODE	35. DUTY/TAX BASE		CODE	36. BASE AMOUNT \$		e	37. RATE		38. DUTY/TAX DUE \$		e
26. MARKS & NOS.														
39. LICENCE NO. & EXPIRY DATE		40. SUPP. QTY (2)		41. NO. & TYPE OF PACKAGES		42. TOTAL DUTY/TAX								
25. DESCRIPTION OF GOODS		27. C.P.C.		28. COMMODITY CODE		29. NET MASS (KG)		30. GROSS MASS (KG)						
		31. SUPP. QTY (1)		32. COUNTRY OF ORIGIN		33. CUSTOMS VALUE (G\$)								
TBM	34. DUTY/TAX TYPE		CODE	35. DUTY/TAX BASE		CODE	36. BASE AMOUNT \$		e	37. RATE		38. DUTY/TAX DUE \$		e
26. MARKS & NOS.														
39. LICENCE NO. & EXPIRY DATE		40. SUPP. QTY (2)		41. NO. & TYPE OF PACKAGES		42. TOTAL DUTY/TAX								
25. DESCRIPTION OF GOODS		27. C.P.C.		28. COMMODITY CODE		29. NET MASS (KG)		30. GROSS MASS (KG)						
		31. SUPP. QTY (1)		32. COUNTRY OF ORIGIN		33. CUSTOMS VALUE (G\$)								
TBM	34. DUTY/TAX TYPE		CODE	35. DUTY/TAX BASE		CODE	36. BASE AMOUNT \$		e	37. RATE		38. DUTY/TAX DUE \$		e
26. MARKS & NOS.														
39. LICENCE NO. & EXPIRY DATE		40. SUPP. QTY (2)		41. NO. & TYPE OF PACKAGES		42. TOTAL DUTY/TAX								
45. We hereby declare that the information and particulars mentioned herein are true and complete and accept fully the conditions and requirements attaching to the use of the C.P.Cs. mentioned herein.		44. SUMMARY		\$		e								
		DUTY/TAX THIS PAGE		DUTY/TAX BROUGHT FORWARD		GRAND TOTAL PAYABLE C/D								
SIGNATURE AND DATE OF DECLARANT/AGENT		VALIDATED FOR PAYMENT												
FOR CONTROLLER OF CUSTOMS AND EXCISE														

CUSTOMS REGIME CODES

These codes are alpha-numeric, the alpha codes are:
C, E, R, S.

These codes are defined as follows:

C	.....	HOME USE
E	.....	EXPORTS
S	.....	SUSPENSE
R	.....	RE-EXPORTS

The numeric codes indicate the sub-groups of the above described types of transactions. The Regimes to be identified on the Customs Declaration are as follows:

C4	....	Goods entered for Home Use
C5	....	Temporary Importation
C6	....	Re-Importation
C9	....	Destruction of Goods
E1	....	Outright Exportation
E2	....	Temporary Exportation
R3	....	Re-Exportation
S7	....	Warehousing or other premises under Customs Fiscal Control
S8	....	Transit or Transhipment

TRANSPORT CODES

The mode of transport is the method by which the goods are imported into or exported from Guyana. The transportation codes are as follows:

<u>CODE</u>	<u>MODE OF TRANSPORT</u>
01	Sea
02	Railway
03	Road
04	Air
05	Parcel Post
06	Multimodal
07	Inland Waterway
09	Unknown

TRANSIT SHED CODES

<u>CODE</u>	<u>NAME OF TRANSIT SHED</u>
MUN	MUNESHWAR LIMITED
JFL	JOHN FERNANDES LIMITED
GNE	GUYANA NATIONAL ENGINEERING CORPORATION
GNS	GUYANA NATIONAL SHIPPING CORPORATION
GAC	GUYANA AIRWAYS CORPORATION
DDL	DEMERARA DISTILLERS LIMITED
JFC	JOHN FERNANDES CONTAINER YARD
TIM	TIMEHRI AIRPORT TRANSIT SHED
DIH	BANKS D.I.H LIMITED
SPR	SPRINGLANDS
NAM	NEW AMSTERDAM
LIN	LINDEN
SUF	SUFFERANCE WHARF
LOC	LAND OF CANAAN

DUTY TAX CODES

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<u>CODE</u>	<u>TYPE OF CHARGE</u>	<u>ABBREVIATION</u>
01	Import Duty	Imp. Duty
02	Warehouse Rent & Charges	W/R Charges
03	Export Duties	Exp. Duty
14	Imported Consumption Tax	Imp. C/Tax
18	Stamp Duty	St. Duty
20	Environmental Tax	Ev. Tax
17	Departmental Fines	D. Fines

Note: Only the code and abbreviation are to be used on the declaration and, the abbreviation must be printed.

DUTY TAX BASE

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<u>CODE</u>	<u>DESCRIPTION</u>	<u>ABBREVIATION</u>
24	Cost, Insurance & Freight	C.I.F
25	Free on Board	F.O.B
26	Per Metric Carat	P.M.C
27	Per Tonne (1000 kg)	P.Tn
28	Per Metre ³	M ³
29	Per 100 Litre	Litre
30	Per Unit (Piece)	Unit
31	Per Tonne (Gross)	G. T.
32	Cumulation of Duty & Value	Ass.V.

Note: Only the code and abbreviation are to be entered on the declaration.

TAXATION

The New Tax Structure as as January, 1993

1. The tax bands were abolished and a single rate of tax at 33 1/3 % was introduced for individuals.

New Measures:

2. (a) The annual deduction for individual taxpayers was increased to \$120,000. The 1/3 deduction was withdrawn.

(b) The deduction of G\$120,000 (per annum) shall be apportioned in the same ratio as the earning period of the income bears to a full year. For example, if the income was earned in three months, the equivalent of three months deduction (i.e. one fourth (1/4) of the G\$72,000 = G\$18,000) would be deducted in computing the chargeable income.

(c) Chargeable income is the income remaining after deducting the allowance for wear and tear, previous years' trade losses and land development expenditure.

(d) Total income from employment includes all allowances and prerequisites whether in money or otherwise except those specifically exempted by the Income Tax Act, Chapter 81:01.

(e) Individuals (whether resident or not) with income below G\$120,000 do not have to file Income Tax Returns.

3. WITHHOLDING TAX

- (a) Interest earned on savings accounts held by both resident individuals and companies would be subject to a fifteen percent (15%) withholding tax, which will be deducted at source and remitted to the Commissioner of Inland Revenue. This interest will no longer form part of the tax-payer's total income for Income Tax and Corporation Tax purposes.

(b) Organizations and persons who have been exempted from withholding Tax upon application to the Commissioner of Inland Revenue, will be issued with a notification which will authorise the commercial banks or other financial

institutions not to deduct any withholding tax from interest earned on their savings account.

- (c) Withholding tax paid on interest by non-residents is 15% of the gross amount of the payment.
- (d) Withholding tax on gross distribution is levied at a rate of 15%.
- (e) Withholding tax on gross payments except in the case of payments being interest is levied at a rate of 10%.

4. Corporation Tax (effective from Year of Assessment 1993).

Limited liability Companies are no longer required to pay Income Tax on their profits. Rather, Corporation Tax at 35% will be charged. The rate of Corporation Tax payable by Commercial companies is 45 %

5. (a) Consumption Taxes (Remigrants)

- i. Personal and household effects of returning Guyanese will now attract a duty of five percent (5%).

(b) Consumption Taxes

- i. Consumption taxes are levied on finished factory and imported products. Finished products which are intended for export are exempt. The most common of the higher bands of consumption tax will be reduced from 45 to 30 percent.
- ii. Consumption tax on cars of 1600 cc will be reduced from 50 percent to 30 percent.

Source: Customs and Excise (Con. Tax Dept.)
Tel:56932-9
Contact: Mr I. Ally / Mr Khan

Capital Gains Tax

A capital gains tax is assessed on net chargeable gains at 20% of the assets once the value exceeds G\$1,000.

<u>PROPERTY TAX (First Schedule)</u>	<u>Rate per cent</u>
(1) For a person other than a company \$5,000.000 of net property	on the first nil
For every dollar of the next 5,000.000 of net property	1/2
for every dollar of the remainder of net property	3/4

FOR A COMPANY:

For every dollar of first 500,000 of net property	nil
for every dollar of next 5,000.000 of net property	1/2
for every dollar of the remainder of net property	3/4

EXEMPTION:

- On Tools and Instruments from	G\$10,000 - 100,000
- Works of Art, drawings, paintings	G\$10,000 - 100,000
- Household effects	G\$10,000 - 100,000
- Jewellery	G5,000 - 50,000

N.B: The price for a Travel Tax Ticket has been increased from \$1,000 to \$1,500.

The Travel Voucher Tax on Airline Tickets has been increased to 15% of the cost of the ticket.

A ten percent (10%) Room Tax on hotel accommodation has been introduced.

Several fee, licences and penalties administered by the Licence Revenue Division have been increased.

**Source: Inland Revenue Department.
Tel: 02-60842
Contact: Ms Atherly**

**Update: Research Assistant (IDS)
Guyana Manufacturing & Industrial Development Agency,
27th May, 1993**

ANNEX E

- * Mill Summary Flow Chart
- * Equipment List (1)
- * Equipment List (2)
- * Equipment List (3)

ANNEXE E: ÉQUIPEMENTS ET MACHINERIE

- ☞ Mill Summary Flow Sheet
- ☞ Equipment List (1)
- ☞ Equipment List (2)
- ☞ Equipment List (3)

MILL SUMMARY FLOWSHEET

CYRATORY CRUSHER

MAIN ORE STOCKPILE

SAPROLITE STOCKPILE

APRON FEEDERS

REJECT PILE

CONE CRUSHER

SAG MILL

CYCLONE

OVERFLOW

UNDERFLOW

SIZING SCREEN (2)

-14 MESH

CHIP SCREEN (2)

BALL MILLS

1

2

+14 MESH

ROUGHER SPIRALS (32)

CLEANER SPIRALS (8)

MIDS

MIDS

CONC.

CONC.

SHAKING TABLES

CONC.

CONCENTRATE COLLECTION BOX

PROCESS WATER

CARBON

CARBON SAFETY SCREEN

TO CIP TANK #1

STRIP VESSEL

ACID NaOH

ACID WASH TANK

ALTERNATE

CARBON

DEWATERING SCREEN

FEED BIN

CARBON REGENERATION KILN

SCREW FEEDER

HEAT EXCHANGERS

CARBON SIZING SCREEN

QUENCH TANK

FLUX

CATHODE GOLI

INDUCTION FURNACE

THICKNER

LEACH TANKS (4)

COMPRESSED AIR

CIP TANKS

CARBON

H₂O

H₂O

CARBON STORAGE TANKS

FINES TANK

ELECTROWINNING CELLS

BARRER SOLUTION TANK

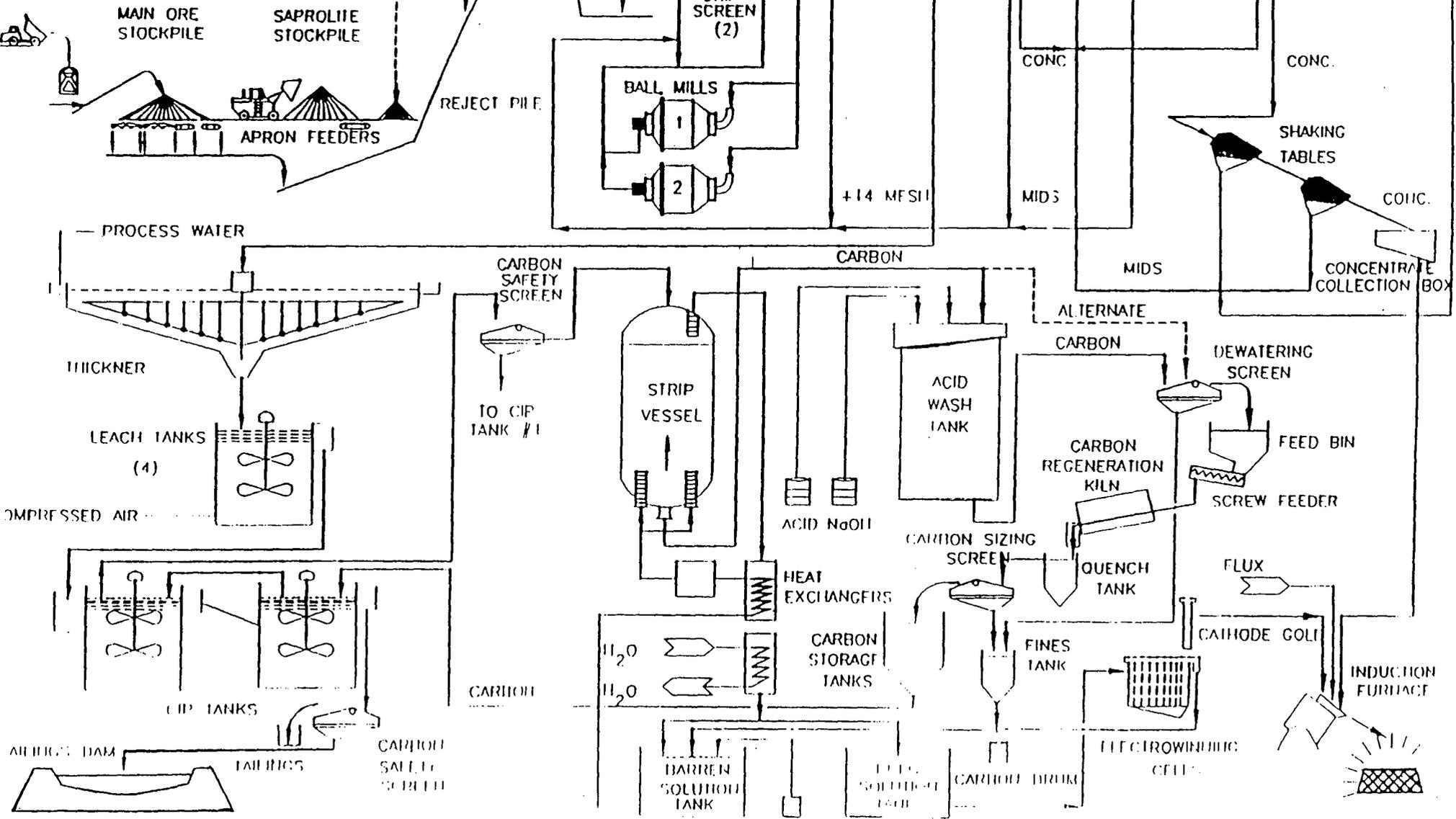
FLUX SOLUTION TANK

CARBON DRUM

ADDITION DAM

FABRICS

CARBON SAFETY SCREEN



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APPENDIX 2: MINING EQUIPMENT

List of mining equipment as of May 1995. We believe this to be a generally accurate reflection of the current situation.

<i>Equipment</i>	<i>No. Units</i>	<i>Available</i>	<i>Idled</i>	<i>Remarks</i>
O&K1310 bucket wheel system	1	1	-	Rehabilitated 1994
O&K1302 bucket wheel system	1	-	1	
Terex S 24 C scrapers	7	5	2	
BE 1300W dragline	1	1	-	Rehabilitated 1994
BE 1260W dragline	1	-	1	
BE 480W dragline	2	1	1	At N.Dorabece mine
Cat 769C haulage trucks	4	4		
71RB dragline	2	1	1	
22RB dragline	1	1		
Demag H55N backhoe	2	1	1	
Komatsu PC 650 backhoe	1			
Cat 245 backhoe	1			
Cat D10N bulldozer	1	1		
Fiat FD30B/FD40 bulldozer	11	3	8	
Komatsu D355A bulldozer	3	3		
Cat 14G/16G graders	2	2		
Komatsu 825 grader	1	-	1	
Komatsu WA600 loader	4	4		
Gardner Denver RDC16B drill	2	1	1	
Hazelton drainage pumps	14	14		
Various trucks	6	6		
Cranes and forklifts	4	4		
Auto cars	6	6		

Equip. #	Equipment Description	Cost-Code	Supplier		P.O. No.	Contract No.
130-61-001	AIR COMPRESSOR & RECEIVER - DUMPVALVE	2110-3300	ROBIN NERON	5 HP	591-25173	591-F-108
130-65-001	COOLING WATER PUMP (GENERATOR)	3000-3500	JOHNSON PUMP CANADA	350 HP	591-24642	591-F-019
130-65-002	COOLING WATER PUMP (GENERATOR)	3000-3500	JOHNSON PUMP CANADA	350 HP	591-24642	591-F-019
130-65-003	MAKE UP WATER PUMP (OMAI RIVER)	3000-3500	FLYGT	50 HP	591-24642	591-F-019
130-65-004	MAKE UP WATER PUMP (OMAI RIVER)	3000-3500	FLYGT	50 HP	591-24642	591-F-019
130-65-005	SEDIMENTATION POND	2120-3500	PEERLESS PUMPS	75 HP	593-35447	593-F-001
130-65-006	SEDIMENTATION POND	2120-3500	PEERLESS PUMPS	75 HP	593-35447	593-F-001
130-65-007	HOLDING POND TRANSFER PUMP	3000-3500	JOHNSON PUMP CANADA	150 HP		
130-69-001	AIR RECIEVER - DUMP VALVE	2110-3300	ROBIN NERON		591-25173	591-F-108
130-69-002	AIR RECIEVER - DUMP VALVE	2110-3300	ROBIN NERON		591-25173	591-F-108
150-19-009	CATERPILLAR GENSET - SER# 9RC00179	3000-3191	MACHINERY CORP.		591-23149	591-F-039
150-19-010	CATERPILLAR GENSET - SER# 9RC00180	3000-3192	MACHINERY CORP.		591-23149	591-F-039
150-19-011	CATERPILLAR GENSET - SER# 9RC00181	3000-3193	MACHINERY CORP.		591-23149	591-F-039
150-19-012	CATERPILLAR GENSET - SER# 9RC00182	3000-3194	MACHINERY CORP.		591-23149	591-F-039
150-19-013	CATERPILLAR GENSET - SER# 9RC00184	3000-3195	MACHINERY CORP.		591-23149	591-F-039
150-19-014	CATERPILLAR GENSET - SER# 9RC00186	3000-3196	MACHINERY CORP.		591-23149	591-F-039
150-19-015	CATERPILLAR GENSET - SER# 9RC00183	3000-3197	MACHINERY CORP.		591-23149	591-F-039
460-18-001	APRON FEEDER #1 (6'0 X 20'0) VFD	2030-3015	STEPHENS ADAMSON	100 HP	591-23413	591-F-009
460-18-002	APRON FEEDER #1 (6'0 X 20'0) VFD	2030-3015	STEPHENS ADAMSON	100 HP	591-23413	591-F-009
460-25-001	BELT SCALE CONV #2-2	2030-3350	STEPHENS ADAMSON			591-F-020
460-25-003	CALIBRATION CHAIN,BELT SCALE CONV #2-2	2030-3350	STEPHENS ADAMSON	1 HP		591-F-020
460-41-001	CONVEYOR #2-2 RECLAIM	2030-3450	STEPHENS ADAMSON	125 HP	591-23966	591-F-25
460-41-002	CONVEYOR #2-3 MILL FEED	2030-3450	STEPHENS ADAMSON	60 HP	591-23966	591-F-25
460-46-001	STACKER	2020-3410	STEPHENS ADAMSON	200 HP	591-23604	591-F-008
460-55-001	TUNNEL VENT FAN (NEW TUNNEL)	2030-3810	PATRICK GARNEAU	2 HP	591-24240	591-F-041
460-55-002	TUNNEL VENT. FAN EXISTING TUNNEL	2030-3810	PATRICK GARNEAU			
460-84-001	CONVEYOR #2-2 DISCHARGE CHUTE	2030-3600	FOURNIER	2 HP	591-25616	591-F-045
460-84-002	FEED CHUTE, APRON FEEDER #1	2030-3600	FOURNIER		591-25616	591-F-045
460-84-003	FEED CHUTE, APRON FEEDER #2	2030-3600	FOURNIER		591-25616	591-F-045
460-84-004	DISCHARGE CHUTE, APRON FEEDER #1	2030-3600	FOURNIER		591-25616	591-F-045
460-84-005	DISCHARGE CHUTE, APRON FEEDER #2	2030-3600	FOURNIER		591-25616	591-F-045
460-84-006	DISCHARGE. COLLAR STOCKPILE	2030-3600	FOURNIER		591-25616	591-F-045
460-84-007	DISCHARGE. COLLAR STOCKPILE	2030-3600	FOURNIER		591-25616	591-F-045
460-84-008	FINE CHUTE, APRON FEEDER #1	2030-3600	FOURNIER		591-25616	591-F-045
460-84-009	FINE CHUTE, APRON FEEDER #1	2030-3600	FOURNIER		591-25616	591-F-045
460-84-010	CONVEYOR #2-7 DISCHARGE CHUTE	2040-3600	FOURNIER		591-25616	591-F-045
460-84-011	CONVEYOR #2-7. SHUTTLE	2040-3450	FOURNIER		591-25616	591-F-045
460-84-012	CONV #2-7 / 2-8 SHUTTLE DISCH CHUTE	2040-3600	FOURNIER		591-25616	591-F-045
460-84-013	CONV #2-7 / 2-3 SHUTTLE DISCH CHUTE	2040-3600	FOURNIER		591-25616	591-F-045
470-10-001	SAG MILL	2040-3027	ANI A BACUS			
470-10-002	INCHING DRIVE SAG MILL & BALL MILLS	2040-3027	ANI A BACUS	125 HP	591-23146	591-F-037
470-10-003	CONE CRUSHER	2040-3047	NORDBERG	350 HP	591-24012	591-F-043
470-10-004	BALL MILL #1 AND DRIVE	2040-3037	ANI / GE	5200 HP	591-23150	591-F-038
470-10-005	BALL MILL #2 AND DRIVE	2040-3039	ANI / GE	52000 HP	591-23150	591-F-038

Equip. #	Equipment Description	Cost-Code	Supplier		P.O. No.	Contract No.
470-11-001	SCREEN#1, SAG MILL DISCHARGE	2040-3700	SIMPLICITY	40 HP		591-F-010
470-11-002	SCREEN#2, SAG MILL DISCHARGE	2040-3700	SIMPLICITY	40 HP		591-F-010
470-15-001	METAL DETECTOR, CONV #2-5	2040-3350	ITS RAMSEY		591-24011	591-F-027
470-22-001	CYCLONE PACK #1, BALL MILL	2040-3050	TECHNEIQUIP		591-23793	591-F-011
470-22-002	CYCLONE PACK #2, BALL MILL	2040-3050	TECHNEIQUIP		591-23793	591-F-011
470-24-001	SCRUBBER AND FAN	2080-3600	CLEAN GAS SYSTEM		591-24238	591-F-028
470-25-001	BELT SCALE, CONV #2-4	2040-3350	STEPHENS ADAMSON			591-F-020
470-25-002	CALIBRATION CHAIN, CONV 2-4	2040-3350	STEPHENS ADAMSON			591-F-020
470-32-001	MAGNET TRAMP METAL BELT, CONV #2-4	2040-3450	ERIEZ MAGNETICS		591-24010	591-F-026
470-32-002	MAGNET TRAMP METAL BELT, CONV #2-5	2040-3450	ERIEZ MAGNETICS	5 HP	591-24010	591-F-026
470-41-001	CONVEYOR #2-4, SCREEN O' SIZE	2040-3450	STEPHENS ADAMSON	15 HP	591-23966	591-F-025
470-41-002	CONVEYOR #2-5, CRUSHER FEED	2040-3450	STEPHENS ADAMSON	15 HP	591-23966	591-F-025
470-41-003	CONVEYOR #2-5A (SHUTTLE) CRUSH FEED	2040-3450	STEPHENS ADAMSON	5 HP	591-23966	591-F-025
470-41-004	CONVEYOR #2-6, CRUSHER DISCHARGE	2040-3450	STEPHENS ADAMSON	7.5 HP	591-23966	591-F-025
470-41-005	CONVEYOR #2-7, RECYCLE	2040-3450	STEPHENS ADAMSON	15 HP	591-23966	591-F-025
470-41-006	CONVEYOR #2-8, REJECT PILE	2040-3450	STEPHENS ADAMSON	5 HP	591-23966	591-F-025
470-44-002	55/10 TON BRIDGE CRANE, GRINDING AREA	2040-3010	KONE		591-24102	591-F-012
470-44-003	WINCH FEED CHUTE - SAG MILL RETRACT	2040-3010	PULLIFT		591-25119	591-F-129
470-53-001	COLD GENERATOR	2100-3980	TRANE		591-25118	591-F-089
470-53-002	COLD GENERATOR	2100-3980	TRANE		591-25118	591-F-089
470-53-003	AIR CONDITIONER (DIFFUSER)	2100-3980	TRANE	5 HP	591-25118	591-F-089
470-53-004	AIR CONDITIONER (DIFFUSER)	2100-3980	TRANE	5 HP	591-25118	591-F-089
470-53-005	AIR CONDITIONER (DIFFUSER)	2100-3980	TRANE	5 HP	591-25118	591-F-089
470-53-006	AIR CONDITIONER (DIFFUSER)	2100-3980	TRANE	5 HP	591-25118	591-F-089
470-53-007	AIR CONDITIONER (DIFFUSER)	2100-3980	TRANE	5 HP	591-25118	591-F-089
470-53-008	AIR CONDITIONER (DIFFUSER)	2100-3980	TRANE	5 HP	591-25118	591-F-089
470-53-009	AIR CONDITIONER (DIFFUSER)	2100-3980	TRANE	5 HP	591-25118	591-F-089
470-53-010	AIR CONDITIONER (DIFFUSER)	2100-3980	TRANE	5 HP	591-25118	591-F-089
470-53-011	AIR CONDITIONER (DIFFUSER)	2100-3980	TRANE	5 HP	591-25118	591-F-089
470-55-001	COOLING FAN, SAG MILL MOTOR (26000CFM)	2040-3027	PATRICK GARNEAU	40 HP	591-24240	591-F-041
470-55-002	COOLING FAN, SAG MILL MOTOR (26000CFM)	2040-3027	PATRICK GARNEAU	40 HP	591-24240	591-F-041
470-56-001	AIR MAKE UP UNIT	2040-3310	TRANE	1 HP	591-25118	591-F-089
470-63-001	SLURRY PUMP #1 SAG MILL DISCHARGE	2040-3500	HYDRO DYNAMICS	75 HP	591-24639	591-F-021
470-63-002	SLURRY PUMP #2 SAG MILL DISCHARGE	2040-3500	HYDRO DYNAMICS	75 HP	591-24639	591-F-021
470-63-003	CYCLONE FEED PUMP, BALL MILL #1	2040-3500	HYDRO DYNAMICS	350 HP	591-24639	591-F-021
470-63-004	CYCLONE FEED PUMP, BALL MILL #2	2040-3500	HYDRO DYNAMICS	350 HP	591-24639	591-F-021
470-64-001	SUMP PUMP #1 SAG MILL AREA	2040-3500	DENVER/SALA [SVEDALA]	25 HP	591-24216	591-F-035
470-64-002	SUMP PUMP #2 SAG MILL AREA	2040-3500	DENVER/SALA [SVEDALA]	40 HP	591-24216	591-F-035
470-64-003	SUMP PUMP #3 SAG MILL AREA	2040-3500	DENVER/SALA [SVEDALA]	40 HP	591-24216	591-F-035
470-64-004	SUMP PUMP #4 BALL STORAGE	2040-3500	DENVER/SALA [SVEDALA]	7.5 HP	591-24216	591-F-035
470-64-005	SUMP PUMP #1 BALL MILL AREA	2040-3500	DENVER/SALA [SVEDALA]	25 HP	591-24216	591-F-035
470-64-006	SUMP PUMP #2 BALL MILL AREA	2040-3500	DENVER/SALA [SVEDALA]	25 HP	591-24216	591-F-035

Equip. #	Equipment Description	Cost-Code	Supplier		P.O. No.	Contract No.
470-65-005	PUMP CIRCULATING, A/C UNIT	2100-3980	TRANE	5 HP	591-25118	591-F-089
470-65-006	PUMP CIRCULATING, A/C UNIT	2100-3980	TRANE	5 HP	591-25118	591-F-089
470-66-001	LUBE UNIT ASSEMBLY, SAG MILL	2040-3027	ANI	75/125 HP	591-23146	591-F-037
470-66-010	LUBE UNIT ASSEMBLY, #1 BALL MILL	2040-3037	ANI	75 HP	591-23146	591-F-037
470-66-012	LUBE UNIT ASSEMBLY, #2 BALL MILL	2040-3039	ANI	75 HP	591-23146	591-F-037
470-66-023	HYDR. PUMP, RELEASE CONE CRUSHER	2040-3037	VALLEY SURPLUS	15 HP	591-24012	591-F-043
470-69-001	AIR RECEIVER CLUTCH SAG	2040-3310	ANI		591-23146	591-F-037
470-69-002	AIR RECEIVER CLUTCH BALL MILL	2040-3310	ANI		591-23150	591-F-038
470-69-005	AIR RECEIVER CLUTCH BALL MILL	2040-3310	ANI		591-23150	591-F-038
470-82-001	PUMP BOX #1, SAG MILL DISCHARGE	2040-3600	FOURNIER		591-24656	591-F-047
470-82-002	PUMP BOX #2, SAG MILL DISCHARGE	2040-3600	FOURNIER		591-24656	591-F-047
470-82-003	SPLITTER BOX, BALL MILL FEED	2040-3600	FOURNIER		591-24656	591-F-047
470-82-004	DIVERTER BOX, SAG DISCHARGE	2040-3600	FOURNIER		591-24656	591-F-047
470-82-005	PUMP BOX, BALL MILL DISCHARGE B.M. #1	2040-3600	FOURNIER		591-24656	591-F-047
470-82-006	PUMP BOX, BALL MILL DISCHARGE B.M. #2	2040-3600	FOURNIER		591-24656	591-F-047
470-84-001	RETRACTABLE FEED CHUTE, SAG MILL	2040-3600	ANI		591-23146	591-F-037
470-84-002	SAG MILL BALL FEED HOPPER	2040-3600	FOURNIER		591-25616	591-F-045
470-84-003	SAG MILL SCREEN O/SIZE CHUTE	2040-3600	FOURNIER		591-25616	591-F-045
470-84-004	CONV. #2-4, DIS.CHUTE/MAGNET #1REJECT	2040-3600	FOURNIER		591-25616	591-F-045
470-84-005	CONV. #2-5 DIS. CHUTE/CRUSHER FEED CHUTE	2040-3600	FOURNIER		591-25616	591-F-045
470-84-006	CONVEYOR #2-6 DISCHARGE CHUTE	2040-3600	FOURNIER		591-25616	591-F-045
470-84-007	CONE CRUSHER BYPASS CHUTE	2040-3600	FOURNIER		591-25616	591-F-045
470-84-008	DISCHARGE SHUTTLE CHUTE, CONV. #2-5A	2040-3600	STEPHENS-ADAMSON		591-25616	591-F-045
470-84-009	CONE CRUSHER DISCHARGE CHUTE	2040-3600	FOURNIER		591-25616	591-F-045
470-84-010	CONVEYOR #2-3, DISCHARGE CHUTE	2040-3600	FOURNIER		591-25616	591-F-045
470-84-011	BALL FEED HOPPER, BALL MILL #1	2040-3600	FOURNIER		591-25616	591-F-045
470-84-012	BALL FEED HOPPER, BALL MILL #2	2040-3600	FOURNIER		591-25616	591-F-045
470-84-013	DISCH. CHUTE/TROMMEL COVER, B/MILL #1	2040-3600	FOURNIER		591-24656	591-F-047
470-84-014	DISCH. CHUTE/TROMMEL COVER, B/MILL #2	2040-3600	FOURNIER		591-24656	591-F-047
470-84-021	CONV. #2-5 BELT MAGNET #2 REJECT CHUTE	2040-3600	FOURNIER		591-25616	591-F-045
470-84-022	BALL STORAGE GATE 65 & 75 MM BALL	2040-9020	FOURNIER		591-25616	591-F-045
470-84-023	BALL STORAGE GATE 65 & 75 MM BALL	2040-9020	FOURNIER		591-25616	591-F-045
470-84-024	BALL STORAGE GATE 130 MM BALL	2040-9018	FOURNIER		591-25616	591-F-045
470-92-001	LINER HANDLER, SAG MILL	2040-3055	MCLELLAN EQUIPMENT	25 HP	591-24015	591-F-036
470-92-004	LINER HANDLER BALL MILL	2040-3055	MCLELLAN EQUIPMENT	25 HP	591-24015	591-F-036
470-99-001	GEAR SPRAY, SAG MILL	2040-3027	ANI		591-23146	591-F-037
470-99-002	GEAR SPRAY, BALL MILL #1	2040-3037	ANI		591-23150	591-F-038
470-99-003	GEAR SPRAY, BALL MILL #2	2040-3039	ANI		591-23150	591-F-038
480-11-001	SIZING SCREEN #1, GRAVITY FEED	2050-3710	SIMPLICITY	30 HP	591-23491	591-F-013
480-11-002	SIZING SCREEN #2, GRAVITY FEED	2050-3710	SIMPLICITY	30 HP	591-23491	591-F-013
480-29-001	TRASH MAGNET	2040-3450	DINGS	1.5 HP	591-23605	591-F-015
480-34-001	CONCENTRATING CONE	2050-3075	MINERAL TECHNOLOGIES		591-23719	591-F-014
480-34-002	CONCENTRATING CONE	2050-3075	MINERAL TECHNOLOGIES		591-23719	591-F-014
480-34-003	CONCENTRATING CONE	2050-3075	MINERAL TECHNOLOGIES		591-23719	591-F-014

Equip. #	Equipment Description	Cost-Code	Supplier		P.O. No.	Contract No.
480-35-001	SPIRAL BANK WITH DISTRIBUTOR	2050-3080	MINERAL TECHNOLOGIES		591-23720	591-F-016
480-36-001	SHAKING TABLE	2050-3085	DEISTER	1.5 HP	591-23637	591-F-017
480-63-001	FEED PUMP, CONCENTRATOR CONE	2050-3500	HYDRO DYNAMICS	60 HP	591-24639	591-F-021
480-63-002	FEED PUMP, SPIRALS	2050-3500	HYDRO DYNAMICS	15 HP	591-24639	591-F-021
480-63-003	PUMP, GRAVITY TAILINGS	2050-3500	HYDRO DYNAMICS	30 HP	591-24639	591-F-021
480-63-004	SHAKING TABLE, TAILINGS PUMP	2050-3500	HYDRO DYNAMICS	1 HP	591-24639	591-F-021
480-64-001	SUMP PUMP, GRAVITY AREA	2050-3500	DENVER/SALA	25 HP	591-24216	591-F-035
480-64-002	SUMP PUMP, SECURITY ROOM	2050-3500	DENVER/SALA	5 HP	591-24216	591-F-035
480-82-001	PORTABLE GOLD CONCENTRATE BIN	2050-3600	FOURNIER		591-25616	591-F-045
480-82-002	PORTABLE GOLD CONCENTRATE BOX	2050-3600	FOURNIER		591-25616	591-F-045
480-82-003	PUMP BOX, CONC. FEED	2050-3600	FOURNIER		591-25616	591-F-045
480-82-004	PUMP BOX, SPIRAL FEED	2050-3600	FOURNIER		591-24656	591-F-047
480-82-005	PUMP BOX, GRAVITY TAILS	2050-3600	FOURNIER		591-24656	591-F-047
480-82-006	SURGE TANK SHAKING TABLE FEED	2050-3600	FOURNIER		591-24656	591-F-047
480-82-007	MAGNETIC SEPARATOR DISCHARGE BOX	2050-3600	FOURNIER		591-24656	591-F-047
480-82-008	FEED BOX - GRAVITY SCREEN	2050-3600	SIMPLICITY		591-23491	591-F-013
480-82-009	FEED BOX - GRAVITY SCREEN	2050-3600	SIMPLICITY		591-23491	591-F-013
480-84-001	CHUTE, GRAVITY SCREEN O'SIZE SCREEN #1	2050-3600	FOURNIER		591-24656	591-F-047
480-84-002	CHUTE, GRAVITY SCREEN O'SIZE SCREEN #2	2050-3600	FOURNIER		591-24656	591-F-047
480-84-003	CHUTE, GRAV. SCREEN U'VERSIZE SCREEN #1	2050-3600	FOURNIER		591-24656	591-F-047
480-84-004	CHUTE, GRAV. SCREEN U'VERSIZE SCREEN #2	2050-3600	FOURNIER		591-24656	591-F-047
480-87-001	CONE DISTRIBUTOR	2050-3075	MINERAL TECHNOLOGIES		591-23719	591-F-014
490-63-001	PUMP #1, PROCESS WATER	2040-3500	HYDRO DYNAMICS	150 HP	591-24639	591-F-021
490-63-002	PUMP #2, PROCESS WATER	2040-3500	HYDRO DYNAMICS	150 HP	591-24639	591-F-021
490-63-003	PUMP #3, PROCESS WATER	2040-3500	HYDRO DYNAMICS	150 HP	591-24639	591-F-021
490-63-004	EXISTING PUMP, THICK U'FLOW, HP MODIF.	2040-3500	HYDRO DYNAMICS	250 HP		
490-63-005	EXISTING PUMP, THICK U'FLOW, HP MODIF.	2040-3500	HYDRO DYNAMICS	250 HP		
490-64-001	SUMP PUMP, PROCESS WATER TANK	2040-3500	DENVER SALA	7.5 HP	591-24216	591-F-035
490-82-001	PROCESS WATER TANK	2040-3600	FOURNIER		591-24656	591-F-047
500-19-001	PRIMARY LEACH CIRCUIT SAMPLER	2060-3500	HARRISON COOPER		591-24239	591-F-050
500-19-002	PRIMARY LEACH CIRCUIT SAMPLER	2060-3500	HARRISON COOPER		591-24239	591-F-050
500-31-001	AGITATOR, LEACH TANK #1	2060-3090	HAYWARD GORDON	125 HP	591-23638	591-F-031
500-64-001	SUMP PUMP, LEACH AREA	2060-3500	DENVER SALA	25 HP	591-24216	591-F-035
500-82-001	TANK #1, LEACH	2060-3600	STRUCTURES G.B.		591-23435	591-F-018
500-84-001	CHUTE TRASH SCREEN DISCHARGE	2060-3600	STRUCTURES G.B.		591-23435	591-F-018
510-11-001	CARBON TAILINGS CATCH SCREEN	2060-3750	OSNA EQUIPMENT	1.1 HP	591-24013	591-F-044
510-11-002	INTERSTAGE SCREEN #1, CIP TANK #1	2060-3730	OSNA EQUIPMENT	15 HP	591-23796	591-F-023
510-11-003	INTERSTAGE SCREEN #2, CIP TANK #1	2060-3730	OSNA EQUIPMENT	15 HP	591-23796	591-F-023

Equip. #	Equipment Description	Cost-Code	Supplier		P.O. No.	Contract No.
510-11-004	INTERSTAGE SCREEN #1, CIP TANK #2	2060-3730	OSNA EQUIPMENT	15 HP	591-23796	591-F-023
510-11-005	INTERSTAGE SCREEN #2, CIP TANK #2	2060-3730	OSNA EQUIPMENT	15 HP	591-23796	591-F-023
510-11-006	INTERSTAGE SCREEN #1, CIP TANK #3	2060-3730	OSNA EQUIPMENT	15 HP	591-23796	591-F-023
510-11-007	INTERSTAGE SCREEN #2, CIP TANK #3	2060-3730	OSNA EQUIPMENT	15 HP	591-23796	591-F-023
510-11-008	INTERSTAGE SCREEN #1, CIP TANK #4	2060-3730	OSNA EQUIPMENT	15 HP	591-23796	591-F-023
510-11-009	INTERSTAGE SCREEN #2, CIP TANK #4	2060-3730	OSNA EQUIPMENT	15 HP	591-23796	591-F-023
510-11-013	CARBON RECOVERY SCREEN	2060-3750	OSNA EQUIPMENT	2 HP	591-23492	591-F-022
510-31-001	AGITATOR, CIP TANK #1	2060-3090	HAYWARD GORDON	60 HP	591-23638	591-F-031
510-31-002	AGITATOR, CIP TANK #2	2060-3090	HAYWARD GORDON	60 HP	591-23638	591-F-031
510-31-003	AGITATOR, CIP TANK #3	2060-3090	HAYWARD GORDON	60 HP	591-23638	591-F-031
510-31-004	AGITATOR, CIP TANK #4	2060-3090	HAYWARD GORDON	60 HP	591-23638	591-F-031
510-63-003	TAILINGS PUMP 1ST STAGE MODIF.	2060-3500	OWNER	450 HP		
510-63-004	TAILINGS PUMP 1ST STAGE MODIF.	2060-3500	OWNER	450 HP		
510-63-005	TAILINGS PUMP 2ND STAGE	2060-3500	HYDRO DYNAMICS	500 HP	591-24639	591-F-021
510-63-006	TAILINGS PUMP 2ND STAGE	2060-3500	HYDRO DYNAMICS	500 HP	591-24639	591-F-021
510-63-007	TAILINGS PUMP 3RD STAGE	2060-3500	HYDRO DYNAMICS	500 HP	591-24639	591-F-021
510-63-008	TAILINGS PUMP 3RD STAGE	2060-3500	HYDRO DYNAMICS	500 HP	591-24639	591-F-021
510-64-001	SUMP PUMP #1, CIP AREA	2060-3500	DENVER SALA	20 HP	591-24216	591-F-035
510-65-001	RECLAIM WATER BOOSTER PUMP	2060-3500	ITT A-C PUMPS	20 HP	591-24215	591-F-029
510-65-002	RECLAIM WATER BOOSTER PUMP	2060-3500	ITT A-C PUMPS	20 HP	591-24215	591-F-029
510-65-003	COOLING WATER PUMP (PROCESS)	2060-3500	ITT A-C PUMPS	15 HP	591-24215	591-F-029
510-65-004	COOLING WATER PUMP (PROCESS)	2060-3500	ITT A-C PUMPS	15 HP	591-24215	591-F-029
510-65-005	SPENT WATER PUMP	2060-3500	ITT A-C PUMPS	50 HP	591-24215	591-F-029
510-65-006	GLAND WATER PUMP (LOW PRESSURE)	2060-3500	ITT A-C PUMPS	15 HP	591-24215	591-F-029
510-65-007	GLAND WATER PUMP (HIGH PRESSURE)	2060-3500	ITT A-C PUMPS	25 HP	591-24215	591-F-029
510-65-008	GLAND WATER PUMP (HIGH PRESSURE)	2060-3500	ITT A-C PUMPS	25 HP	591-24215	591-F-029
510-68-001	CARBON ADVANCE PUMP, CIP TANK #1	2060-3500	HYDRO DYNAMICS	10 HP	591-24242	591-F-030
510-68-002	CARBON ADVANCE PUMP, CIP TANK #2	2060-3500	HYDRO DYNAMICS	7.5 HP	591-24242	591-F-030
510-68-003	CARBON ADVANCE PUMP, CIP TANK #3	2060-3500	HYDRO DYNAMICS	7.5 HP	591-24242	591-F-030
510-68-004	CARBON ADVANCE PUMP, CIP TANK #4	2060-3500	HYDRO DYNAMICS	7.5 HP	591-24242	591-F-030
510-82-001	CIP TANK #1	2060-3600	STRUCTURES G.B.		591-23435	591-F-018
510-82-002	CIP TANK #2	2060-3600	STRUCTURES G.B.		591-23435	591-F-018
510-82-003	CIP TANK #3	2060-3600	STRUCTURES G.B.		591-23435	591-F-018
510-82-004	CIP TANK #4	2060-3600	STRUCTURES G.B.		591-23435	591-F-018
510-84-001	LAUNDER U/S, CARBON RECOVERY SCREEN	2060-3600	FOURNIER		591-24656	591-F-047
510-84-002	LAUNDER O/S, CARBON RECOVERY SCREEN	2060-3600	FOURNIER		591-24656	591-F-047
510-84-003	LAUNDER O/S&U/S, CARBON CATCH SCREEN	2060-3600	FOURNIER		591-24656	591-F-047
530-33-001	STRIP SOLUTION HEATER	2070-3110	HTH HEATECH		591-24253	591-F-118
540-10-001	LIME SLAKING BALL MILL (4'X7)	2080-3170	WESTPRO	50 HP	591-24243	591-F-122
540-18-001	SCREW FEEDER, LIME BALL MILL	2080-3170	STANCO	1 HP	591-24241	591-F-024
540-30-001	BIN ACTIVATOR LIME	2080-3600	STANCO		591-24241	591-F-024

Equip. #	Equipment Description	Cost Code	Supplier		P.O. No.	Contract No.
540-31-001	AGITATOR, CYANIDE MIX TANK	2080-3090	HAYWARD GORDON	3 HP	591-23638	591-F-031
540-31-002	AGITATOR, LIME TANK	2080-3170	HAYWARD GORDON	20 HP	591-23638	591-F-031
540-44-001	MONORAIL HOIST (ELEC), 2 TONNES CAPACITY	2080-3600	STANCO	2 HP	591-24241	591-F-024
540-64-001	SUMP PUMP, REAGENTS	2080-3500	DENVER SALA	15 HP	591-24216	591-F-035
540-67-001	DISCHARGE PUMP, LIME BALL MILL	2080-3500	STANCO	10 HP	591-24241	591-F-024
540-67-002	PUMP, LIME DISTRIBUTION	2080-3500	STANCO	10 HP	591-24241	591-F-024
540-67-003	PUMP, LIME DISTRIBUTION	2080-3500	STANCO	10 HP	591-24241	591-F-024
540-67-005	PUMP, CYA.TRANS.TANK, CENTRIF. 80 USGPM	2080-3500	STANCO	5 HP	591-24241	591-F-024
540-67-006	METERING PUMP, CYANIDE (2-10 USGPM)	2080-3500	STANCO	5 HP	591-24241	591-F-024
540-67-007	METERING PUMP, CYANIDE (2-10 USGPM)	2080-3500	STANCO	5 HP	591-24241	591-F-024
540-76-001	EYE WASH AND SHOWER, LOWER LEVEL	2010-0050	STANCO		591-24241	591-F-024
540-76-002	EYE WASH UPPER LEVEL	2010-0050	STANCO		591-24241	591-F-024
540-82-001	MIX TANK (2.81M DIA. X 3.05M HIGH), CYANIDE	2080-3090	STANCO		591-24241	591-F-024
540-82-002	TANK (10 X 14), CYANIDE (HOLDING)	2080-3090	STANCO		591-24241	591-F-024
540-82-003	TANK 4.7 M DIA. X 4.9 M HIGH, LIME STORAGE	2080-3170	STANCO		591-24241	591-F-024
540-82-004	BIN, LIME FEED (STORAGE), 3500 KG CAPACITY	2080-3170	STANCO		591-24241	591-F-024
540-84-001	PUMPBOX, LIME MILL DISCHARGE	2080-3170				
540-84-002	FEED CHUTE BALL MILL (LIME)	2080-3170	WESTPRO		591-24241	591-F-024
540-99-001	BAG BREAKER, CYANIDE	2080-3600	STANCO		591-24241	591-F-024
540-99-002	BAG BREAKER, LIME	2080-3600	STANCO		591-24241	591-F-024
550-61-001	COMPRESSOR #1	2040-3310	ATLAS COPCO	100 HP	591-24014	591-F-034
550-61-002	COMPRESSOR #2	2040-3310	ATLAS COPCO	100 HP	591-24014	591-F-034
550-61-003	COMPRESSOR #3	2040-3310	ATLAS COPCO	100 HP	591-24014	591-F-034
550-61-004	AIR DRYER AND FILTERS (INSTR AIR)	2040-3310	ATLAS COPCO	1 KW	591-24014	591-F-034
550-61-005	COMPRESSOR #4, LEACH AIR	2060-3310	ATLAS COPCO	200 HP	591-24014	591-F-033
550-69-001	AIR RECEIVER 1000 GAL. CAPACITY-PLNT. AIR	2040-3310	DRUMMOND WELDING		591-25442	591-F-133
550-69-002	AIR RECEIVER 100 USGAL. CAPACITY-INSTR. AIR	2040-3310	DRUMMOND WELDING		591-25442	591-F-133
600-65-001	TRANSFER PUMP #1, POND 2/POND 1	2110-3500	J.P. CANADA	300 HP	591-24015	591-F-036
600-65-002	TRANSFER PUMP #2, POND 2/POND 1	2110-3500	J.P. CANADA	300 HP	591-24015	591-F-036
600-65-003	TRANSFER PUMP #3, POND 2/POND 1	2110-3500	J.P. CANADA	300 HP	591-24015	591-F-036
600-92-001	RECLAIM WATER PUMP BARGE, POND #2	2110-3500				
610-68-001	CARBON COLUMN PUMP	2120-3990	UNIFIELD			

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
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Omai Gold Mines Limited.
Revised March 12, 1996

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
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AREA 13 - POTABLE WATER SYSTEM

13-65-016	Pump, Portable (Omai River)	3000-3500	Flygt		
13-65-019	Pump, Spent Water	3000-3500	A-C Pumps Canada		
13-65-022	Pump, Gland Seal Water	2060-3500	A-C Pumps Canada		
13-65-023	Pump, Gland Seal Water	2060-3500			
13-65-026	Pump, Process Cooling Water	3000-3500	A-C Pumps Canada		
13-65-027	Pump, Process Cooling Water	3000-3500	A-C Pumps Canada		
13-65-032	Pump, Spent Water	3000-3500	A-C Pumps Canada		
13-65-036	Pump, Fire Water, Diesel	3000-3500	Layne and Bowler		
13-65-037	Pump, Portable (Omai River)	3000-3500	Flygt		
13-66-001	Pump, 20 HP Main Supply (P-10)	2230 3340			
13-66-002	Pump, 20 HP Main Supply (P-11)	2230 3340			
13-66-003	Pump, 10 HP Camp Supply (P-1)	2230 3340			
13-66-004	Pump, 10 HP Camp Supply (P-2)	2230 3340			
13-66-005	Pump, 10 HP Camp Supply (P-3)	2230 3340			
13-66-006	Pump, 10 HP Manifold Booster (P-5)	2230 3340			
13-66-008	Pump, Fire Booster 5 HP (P-15)	2230 3340			
13-66-009	Pump, 30 HP Fire (P-14)	2230 3340			
13-66-010	Pump, Chlorinator 38 GPD (P-6)	2230 3340			
13-66-011	Pump, Chlorinator 24 GPD (P-7)	2230 3340			
13-66-012	Pump, 2 HP RR Tank 2 to RR Tank 1 (P-8)	2230 3340			
13-66-013	Pump, 2 HP RR Tank 2 to RR Tank 1 (P-9)	2230 3340			
13-66-014	Pump, HP Essequibo River Diesel (P-20)	2230 3340			
13-66-015	Pump, HP Essequibo River (P-17)	2230 3340			
13-66-016	Pump, HP Essequibo River (P-16)	2230 3340			
13-66-017	Pump, Subms. Annaconda Well 5 HP (P-19)	2230 3340			
13-66-018	Pump, Portable Annaconda Well (P-18)	2230 3340			
13-66-019	Pump, 20 HP Main Supply (P-12)	2230 3340			
13-66-020	Pump, 20 HP Main Supply (P-13)	2230 3340			
13-67-001	Filter, Acid Neutralizer ANF1	2230 3340			
13-67-002	Filter, Carbon CF1	2230 3340			
13-67-003	Filter, Carbon CF2	2230 3340			
13-67-004	Filter, Tannin TF1	2230 3340			
13-67-005	Filter, Tannin TF2	2230 3340			
13-82-046	Tank, Fresh/Fire Water	3000-3500			

AREA 15 - GENSETS

15-19-000	Bus, Electrical Main Powerhouse	3000 3350			
15-19-001	Generator #1, Diesel	3000 3181	Wartsila Cullen Diesel	K1001	K1204
15-19-002	Generator #2, Diesel	3000 3182	Wartsila Cullen Diesel	K1001	K1204
15-19-003	Generator #3, Diesel	3000 3183	Wartsila Cullen Diesel	K1001	K1204
15-19-004	Generator #4, Diesel	3000 3184	Wartsila Cullen Diesel	K1001	K1204
15-19-005	Generator #5, Diesel	3000 3185	Wartsila Cullen Diesel	K1001	K1204
15-19-006	Generator #6, Diesel	3000 3186	Wartsila Cullen Diesel	K1001	K1204
15-19-007	Generator #7, Diesel	3000 3187	Wartsila Cullen Diesel	K1001	K1204
15-19-008	Generator #8, Diesel	3000 3188	Wartsila Cullen Diesel	K1001	K1204

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
AREA 15 - GENSETS					
15-19-016	Genset, Black Start	3000 4010			
15-19-017	Genset, Camp Standby	3000 4010			
15-20-001	Welder, Small Shop	3000 3340			
15-20-002	Welder, Large Shop	3000 3340			
15-20-003	Washer, Electric High Pressure	3000 3340			
15-20-004	Washer, Gasoline High Pressure	3000 3340			
15-20-005	Water Pump, 1 1/2" Honda, Portable	3000 3340			
15-61-010A	Compressor, #1 Air High Pressure	3000 3310	Ingersoll Rand		
15-61-012	Compressor, Shop Air	3000 3310	Sullair Corporation		
15-64-001	Pump, Sump	3000 3500			
15-64-002	Pump, Sump	3000 3500			
15-64-003	Pump, Sump	3000 3500			
15-64-004	Pump, Sump	3000 3500			
15-64-005	Pump, Sump Portable	3000 3500			
15-65-001	Pump, Make Up Water	3000 3500			
15-66-001	Pump, Lube Oil Transfer	3000 3500			
15-66-002	Pump, Lube Oil Supply	3000 3500			
15-66-003	Pump, Waste Oil Transfer	3000 3500			
15-66-004	Pump, Waste Oil Return	3000 3500			
15-66-005	Pump, Leak Fuel Transfer	3000 3500			
15-66-006	Pump, Fuel Transfer #1	3000 3500			
15-66-007	Pump, Fuel Transfer #2	3000 3500			
15-66-008	Pump, Fuel Transfer #3	3000 3500			
15-66-009	Pump, Potable Water #1	3000 3500			
15-66-010	Pump, Potable Water #2	3000 3500			
15-66-011	Pump, Waste Oil Transfer (Portable)	3000 3500			
15-66-012	Pump #1, Coolant Pond	3000 3500			
15-66-013	Pump #2, Coolant Pond	3000 3500			
15-66-014	Pump, Diesel Fire	3000 3500			
15-69-003	Receiver, Power House Air	3000 3310	Chamco Industires		
AREA 23 - SECURITY					
23-10-001	C.C.T.V., Security System	2100-3940			
AREA 24 - LABORATORY					
24-10-001	Crusher, Jaw #1	2210 3340	Bico Badger		
24-10-002	Crusher, Jaw #2	2210 3340	Bico Badger		
24-10-003	Crusher, Jaw #3	2210 3340			
24-10-004	Crusher, Jaw #4	2210 3340			
24-24-001	Filter, Air	2210 3340	United Air Specialists		
24-24-002	Scrubber, Assay Lab	2210 3340			
24-55-011	Fan, Air Filter	2210 3340	United Air Specialists		
24-61-038	Compressor, Assay Lab	2210 3340	Air Moving Products		
24-61-039	Pump, Vacuum Assay Lab	2210 3340			
24-64-001	Pump, Sump Assay Lab Area	2210 3340	Galigher		
24-68-039	Pump, Vacuum	2210 3340	Sihi		

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
AREA 45 - CRUSHING PLANT					
45-10-001	Crusher, Gyratory Primary	2020 3000	Allis Minerals	k1024	
45-17-001	Rock Breaker, Hydraulic	2020 3160	Teledyne		
45-18-002	Feeder, Apron	2020 3005	Stephens Adamson		
45-41-001	Conveyor, Belt #1	2020 3400	Transcontinental Eng.	k1046	k1244
45-41-001A	Conveyor (Clean Up), Apron Feeder	2020 3400	Omai Construction		
45-44-011	Crane, 50/5 Ton	2020 3010	P & H		
45-55-012	Scrubber & Fan	2020 3155	Ducon		
45-61-006	Compressor, Air @115 PSI	2020 3310	Sullair Corporation		
45-61-006A	Compressor, Air	2020 3310	Champion Pneumatic Co.		
45-61-009	Compressor, Air (Back up)	2020 3310	Ingersol Rand		
45-64-007	Pump, Sump 3"	2020 3500	Galigher		
45-84-022	Chute, Discharge, Conveyor #1	2020 3600			
45-84-030	Chute, Ore Pocket	2020 3600			
45-84-031	Chute, Feed, Conveyor #1	2020 3600			
45-84-032	Chute, Feed, Apron Feeder	2020 3600			
AREA 46 - COARSE ORE STOCKPILE					
46-18-002	Feeder, Apron; (Reclaim Tunnel)	2030 3015	Universal Eng.	k1020	k1203
46-18-003	Feeder, Apron; (Saprolite Hopper)	2030 3015	Universal Eng.	k1020	k1203
46-18-009	Feeder, Vibrating	2030 3015	Kinergy Corporation	k1018	k1216
46-18-010	Feeder, Vibrating	2030 3015	Kinergy Corporation	k1018	k1216
46-18-011	Feeder, Vibrating	2030 3015	Kinergy Corporation	k1018	k1216
46-18-012	Feeder, Vibrating	2030 3015	Kinergy Corporation	k1018	k1216
46-18-013	Feeder, Apron; (Reclaim Tunnel)	2030 3015	Machinery & Equipment	k1041	
46-25-002	Scale, Belt; Conveyor #3	2030 3400	Merrick		
46-25-003	Scale, Belt; Conveyor #2	2030 3400	Merrick		
46-25-101	Storage Reel, Chain; Motorized	2030 3400	Merrick		
46-41-002	Conveyor, Belt #2 48"	2030 3400	Transcontinental Eng.	k1046	k1244
46-41-003	Conveyor, Belt #3 48"	2030 3400	Transcontinental Eng.	k1046	k1244
460-46-001	Conveyor, Radial Stacking 48"	2020 3410	Stephens-Adamson	591-23604	
46-55-013	Fan, Reclaim Tunnel Ventilation	2030 3400	Air System Supplies		
46-84-003	Hopper, Emergency Saprolite Reclaim	2030 3850			
46-84-033	Chute, Reclaim Discharge Collars	2030 3600			
46-84-034	Chute, Reclaim Discharge Collars	2030 3600			
46-84-035	Chute, Reclaim Discharge Collars	2030 3600			
46-84-036	Chute, Reclaim Discharge Collars	2030 3600			
46-84-037	Chute, Vibrating Feeder Feed	2030 3600			
46-84-038	Chute, Vibrating Feeder Feed	2030 3600			
46-84-039	Chute, Vibrating Feeder Feed	2030 3600			
46-84-040	Chute, Vibrating Feeder Feed	2030 3600			
46-84-041	Chute, Vibrating Feeder Discharge	2030 3600			
46-84-042	Chute, Vibrating Feeder Discharge	2030 3600			
46-84-043	Chute, Vibrating Feeder Discharge	2030 3600			
46-84-044	Chute, Vibrating Feeder Discharge	2030 3600			
46-84-045	Chute, Vibrating Feeder Discharge	2030 3600			
46-84-046	Chute, Apron Feeder Discharge	2030 3600			

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
AREA 46 - COARSE ORE STOCKPILE					
46-84-047	Chute, Apron Feeder Fines	2030 3600			
46-84-048	Chute, Apron Feeder Feed	2030 3600			
46-84-049	Chute, Apron Feeder Discharge	2030 3600			
46-84-050	Chute, Apron Feeder Fines	2030 3600			
46-84-051	Chute, Conveyor #3 Feed	2030 3600			
46-84-052	Chute, Reclaim Feeder Fines	2030 3600			
46-99-003	Nuclear Level Indicator	2030 3350	Ronan		
AREA 47 - GRINDING CIRCUIT					
47-SE-001	Iron Worker - Fab Shop	2040 0000			
47-SE-002	Band Saw - Fab Shop	2040 0000			
47-SE-003	Drilling Machine - Fab Shop	2040 0000			
47-01-001	Eye Wash Stations				
47-01-002	Kit, Oxygen Therapy				
47-01-003	Washer, High Pressure		Partek		
47-10-002	Mill, SAG	2040 3025	Allis Minerals		
1D091	Motor, 7500 H.P (SAG Mill)		General Electric		
47-10-003	Crusher, Short Head Cone	2040 3045	Nordberg	K1002	K1209
47-10-004	Mill, Ball #1	2040 3030	Allis Minerals		
1D150	Motor, 4000 H.P (#1 Ball Mill)	2040 3350	General Electric		
47-10-005	Mill, Ball #2	2040 3035	Allis Minerals		
1D165	Motor, 4000 H.P (#2 Ball Mill)	2040 3350	General Electric		
47-10-102	Lube Unit, SAG Mill	2040 3025	Allis Minerals		
47-10-104	Lube Unit, Ball Mill #1	2040 3030	Allis Minerals		
47-10-105	Lube Unit, Ball Mill #2	2040 3035	Allis Minerals		
47-10-106	Lube Unit, Short Head Cone Crusher	2040 3045	Nordberg		
47-11-001	Screen, SAG Mill Discharge #1	2040 3700	Simplicity Materials	k1022	k1237
47-11-002	Screen, SAG Mill Discharge #2	2040 3700	Simplicity Materials	k1022	k1237
47-15-001	Magnet, Belt, Tramp Metal	2040 3400	Dings	k1016	k1217
47-15-002	Magnet, Tramp Metal	2040 3400	Dings		
47-19-000	Electrical, Power Distribution	2040 3350			
47-22-015	Cyclone Pac, 6 Units	2040 3050	Krebs Engineering	K1009	K1214
47-22-016	Cyclone Pac, 6 Units	2040 3050	Krebs Engineering	K1009	K1214
47-22-001	Cyclone #1	2040 3050	Krebs Engineering	K1009	K1214
47-22-002	Cyclone #2	2040 3050	Krebs Engineering	K1009	K1214
47-22-003	Cyclone #3	2040 3050	Krebs Engineering	K1009	K1214
47-22-004	Cyclone #4	2040 3050	Krebs Engineering	K1009	K1214
47-22-005	Cyclone #5	2040 3050	Krebs Engineering	K1009	K1214
47-22-006	Cyclone #6	2040 3050	Krebs Engineering	K1009	K1214
47-22-007	Cyclone #7	2040 3050	Krebs Engineering	K1009	K1214
47-22-008	Cyclone #8	2040 3050	Krebs Engineering	K1009	K1214
47-22-009	Cyclone #9	2040 3050	Krebs Engineering	K1009	K1214
47-22-010	Cyclone #10	2040 3050	Krebs Engineering	K1009	K1214
47-22-011	Cyclone #11	2040 3050	Krebs Engineering	K1009	K1214
47-22-012	Cyclone #12	2040 3050	Krebs Engineering	K1009	K1214
47-22-013	Cyclone #13	2040 3050	Krebs Engineering	K1009	K1214
47-22-014	Cyclone #14	2040 3050	Krebs Engineering	K1009	K1214
47-25-001	Scale, Belt, Conveyor #4	2040 3400	Merrick	k1026	k1208
47-32-001	Detector, Tramp Metal	2040 3400	Ramsey Canada	k1052	k1239
47-41-004	Conveyor, Belt #4 48"	2040 3400	Omai Gold Mines	k1054	k1240
47-41-005	Conveyor, Belt #5 48"	2040 3400	Omai Gold Mines	k1054	k1240
47-41-005A	Conveyor, Shuttle (Cone Crusher) 30"	2040 3400	Omai Gold Mines		
47-41-006	Conveyor, Belt #6 48"	2040 3400	Transcontinental Eng.		

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
AREA 47 - GRINDING CIRCUIT					
47-41-007	Conveyor, Belt #7; Portable Stacker 30"	2040 3400	Texmarc Conveyor co.		
47-44-002	Crane, 40 Ton	2040 3010	Kaverit Steel	k1044	k1236
47-44-003	Crane, 5 Ton (Millwright Shop)	2040 3010	OMI Cranes		
47-55-012	Fan, Motor Cooling (SAG Mill)	2040 3025	Air System Supplies		
47-61-005	Compressor, Air, Fab Shop c/w Receiver	2040 3310	Gardner Denver	k1036	
47-63-001	Pump, Slurry #1 (SAG Mill Discharge)	2040 3500	Warman International	k1040	
47-63-002	Pump, Slurry #2 (SAG Mill Discharge)	2040 3500	Warman International	k1055	k1228
47-63-003	Pump, Slurry #1 (Primary Cyclone Feed)	2040 3500	Warman International	k1055	k1228
47-63-004	Pump, Slurry #2 (Primary Cyclone Feed)	2040 3500	Warman International	k1055	k1228
47-63-005	Pump, Slurry, Cyclone Feed - Standby	2040 3500	Warman International	k1055	k1228
47-64-002	Pump, Sump (SAG Mill Area)	2040 3500	Galigher 6"	k1059	k1223
47-64-003	Pump, Sump, Feed End (Ball Mill Area)	2040 3500	Galigher 6"	k1059	k1223
47-64-008	Pump, Sump, Discharge End (Ball Mill Area)	2040 3500	Galigher 6"	K1203	K1203
47-69-003	Receiver, Air, SAG Mill Clutch	2040 3310	Allis Minerals		
47-69-004	Receiver, Air, Ball Mill Clutch	2040 3310	Allis Minerals		
47-69-005	Receiver, Air, Ball Mill Clutch	2040 3310	Allis Minerals		
47-70-001	Breaker, Harmonic Filter SAG Mill	2040 3350			
47-70-002	Breaker, Bypass SAG Mill	2040 3350			
47-70-003	Breaker, LCI SAG Mill	2040 3350			
47-70-004	Breaker, Vacuum 4160V #1 Ball Mill	2040 3350			
47-70-005	Breaker, Vacuum 4160V #2 Ball Mill	2040 3350			
47-82-001	Pumpbox, SAG Mill Discharge #1	2040 3500			
47-82-002	Pumpbox, SAG Mill Discharge #2	2040 3500			
47-82-003	Pumpbox, Ball Mill Discharge #1	2040 3500			
47-82-004	Pumpbox, Ball Mill Discharge #2	2040 3500			
47-84-004	Chute, SAG Mill Feed	2040 3600	Transcontinental Eng.		
47-84-005	Hopper, Ball Feed to SAG Mill	2040 3600			
47-84-006	Chute, Ball Feed to SAG Mill	2040 3600			
47-84-007	Chute, Screen #1 O/Size Discharge	2040 3600			
47-84-008	Chute, Screen #2 O/Size Discharge	2040 3600			
47-84-010	Chute, Feed to Conveyor #4	2040 3600	Conveyor Eng.		
47-84-011	Chute, Feed to Conveyor #5	2040 3600			
47-84-012	Chute, Feed to Conveyor #7	2040 3600	Transcontinental Eng.		
47-84-013	Chute, Discharge From Conveyor #7	2040 3600	Transcontinental Eng.		
47-84-014	Hopper, Grinding Ball Feed	2040 3600			
47-84-015	Hopper, Grinding Ball Feed	2040 3600			
47-84-025	Chute, Flop Gate; SAG Mill Discharge	2040 3600			
47-84-027	Chute, Ball Mill #1 Discharge	2040 3600			
47-84-028	Chute, Ball Mill #2 Discharge	2040 3600			
47-84-056	Chute, Cone Crusher Discharge	2040 3600			
47-87-002	Splitter Box, Ball Mill Pumpbox Feed	2040 3600			
47-92-001	Liner Handler, SAG Mill	2040 3055	Mc Lellan Equipment	k1015	k1215
47-99-001	Nuclear Level Indicator	2040 3600	Ronan		
47-99-002	Nuclear Level Indicator (Top)	2040 3600	Ronan		
47-99-004	Nuclear Density Gauge (#1 Ball Mill Disch.)	2040 3350	Ronan		
47-99-005	Nuclear Density Gauge (#2 Ball Mill)	2040 3350	Ronan		

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
AREA 48 - GRAVITY CIRCUIT					
48-11-003	Screen, Gravity Sizing	2050 3710	Osna Equipment	k1033	k1225
48-11-004	Screen, Gravity Sizing	2050 3710	Osna Equipment	k1033	k1225
48-15-001	Separator, Magnetic Drum	2050 3800	Dings Magnetic Group		
48-19-003	Sampler, Primary; Gravity Circuit Feed	2050 3960	Harrison R. Cooper		
48-19-005	Sampler, Primary; Gravity Circuit Tail	2050 3960	Harrison R. Cooper		
48-19-016	Sampler, Secondary; Gravity Circuit Feed	2050 3960	Harrison R. Cooper		
48-19-017	Sampler, Secondary; Gravity Circuit Tail	2050 3960	Harrison R. Cooper		
48-34-001	Cones, Concentrator, Primary	2050 3075	Mineral Deposits		
48-35-001	Spirals, Rougher	2050 3080	Mineral Deposits	k1014	k1211
48-35-003	Spirals, Cleaner	2050 3080	Mineral Deposits	k1014	k1211
48-36-004	Table, Deister Concentrating	2050 3085	Deister Concentrator Co.		
48-41-008	Conveyor, Belt #8 Gravity Circuit	2050 3400	Transcontinental		
48-63-008	Pump, Slurry; Cone Feed	2050 3500	Warman International		
48-63-010	Pump, Slurry; Rougher Spiral Feed	2050 3500	Warman International		
48-63-012	Pump, Slurry; Gravity Tails	2050 3500	Warman International		
48-63-020	Pump, Slurry; Deister Table Feed (Refinery)	2050 3500	Warman International		
48-63-022	Pump #1, Slurry	2050 3500	Allis Minerals		
48-64-004	Pump, Sump; Gravity Area	2050 3500	Galigher		
48-82-006	Pumpbox, Cone Feed c/w Diverter Box	2050 3500			
48-82-007	Pumpbox, Rougher Spiral Feed	2050 3500			
48-82-008	Pumpbox, Gravity Tails	2050 3500			
48-82-009	Pumpbox, Cleaner Spirals Feed	2050 3500			
48-84-016	Hopper, Surge; Concentrating Table Feed	2050 3600			
48-84-058	Chute, Oversize; Gravity Screen	2050 3600			
48-84-059	Chute, Undersize; Gravity Screen	2050 3600			
48-84-060	Chute, Oversize; Gravity Screen	2050 3600			
48-84-061	Chute, Undersize; Gravity Screen	2050 3600			
48-85-004	Lauder, Sizing Screen Oversize	2050 3600			
48-85-005	Lauder, Sizing Screen Undersize	2050 3600			
48-85-006	Lauder, Cone Concentrate	2050 3600	Mineral Deposits		
48-85-007	Lauder, Cone Tails	2050 3600	Mineral Deposits		
48-87-004	Distributor, Feed; Primary Cone	2050 3600	Mineral Deposits		
48-87-005	Distributor, Primary Rougher Spiral	2050 3600	Mineral Deposits		
48-87-006	Distributor, Rougher Spiral Feed	2050 3600	Mineral Deposits		
48-87-008	Distributor, Cleaner Spiral Feed	2050 3600	Mineral Deposits		
48-88-001	Collection Box, Conc. Table Concentrate	2050 3600	Mineral Deposits		
48-99-006	Nuclear Density Gauge (Gravity Feed)	2050 3350	Ronan		
48-99-007	Nuclear Density Gauge (Gravity Cone Conc.)	2050 3350	Ronan		
48-99-008	Nuclear Density Gauge (Gravity Concentrate)	2050 3350	Ronan		
IFT-1230A	#1 Cyandie Flow Meter				
IFT-1230B	#2 Cyanide Flow Meter				

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
AREA 49 - THICKENER					
49-26-001	Mechanism, Drive & Lift; Thickener	2040 3065	Westech Engineering	k1030	k1213
49-63-022	Pump, Slurry; #1 Thickener Underflow	2040 3500	Warman International		
49-63-023	Pump, Slurry; #2 Thickener Underflow	2040 3500	Warman International		
49-65-001	Pump, Process Water #1	2040 3500	A-C Pumps Canada		
49-65-001A	Pump, Process Water - Temporary	2040 3500	Warman International		
AREA 49 - THICKENER					
49-82-011	Feedbox, Thickener	2040 3600			
49-82-012	Tank, Process Water	2040 3600			
49-82-040	Tank, Thickener	2040 3600	Les Industries Fournier		
49-99-009	Nuclear Density Gauge (Thickener U/Flow)	2060 3350	Ronan		
AREA 50 - LEACH AREA					
50-11-006	Screen, Linear Trash	2060 3700	Delkor Technik Ltd.	k1023	k1231
50-19-001	Sampler, Primary; Leach Circuit Feed	2060 3600	Harrison R. Cooper	k1060	k1220
50-19-015	Sampler, Secondary; Leach Circuit Feed	2060 3600	Harrison R. Cooper	k1060	k1220
50-31-001	Agitator, #4 Leach Tank	2060 3090	Hayward Gordon		
50-31-002	Agitator, #3 Leach Tank	2060 3090	Hayward Gordon		
50-31-003	Agitator, #2 Leach Tank	2060 3090	Hayward Gordon		
50-31-004	Agitator, #1 Leach Tank	2060 3090	Hayward Gordon		
50-63-001	Pump, Portable; Leach & CIP Tanks	2060 3500			
50-64-006	Pump, Sump; Leach Drainage Area	2060 3500	Galigher	k1059-1	
50-82-013	Tank, #1 Leach	2060 3600	Les Industries Fournier		
50-82-014	Tank, #2 Leach	2060 3600	Les Industries Fournier		
50-82-015	Tank, #3 Leach	2060 3600	Les Industries Fournier		
50-82-016	Tank, #4 Leach	2060 3600	Les Industries Fournier		
50-84-057	Chute, Linear Trash U/Size	2060 3700			
AREA 51 - CIP AREA					
51-11-007	Screen, Carbon Recovery	2060 3750	Osna Equipment	k1033	k1225
51-11-008	Screen, NKM	2060 3730	Osna Equipment	K1007	K1226
51-11-009	Screen, NKM	2060 3730	Osna Equipment		
51-11-010	Screen, NKM	2060 3730	Osna Equipment		
51-11-011	Screen, NKM	2060 3730	Osna Equipment		
51-11-012	Screen, NKM	2060 3730	Osna Equipment		
51-11-013	Screen, NKM	2060 3730	Osna Equipment		
51-11-014	Screen, NKM	2060 3730	Osna Equipment		
51-11-015	Screen, NKM	2060 3730	Osna Equipment		
51-11-016	Screen, NKM	2060 3730	Osna Equipment		
51-11-017	Screen, NKM	2060 3730	Osna Equipment	K1007	K1226
51-11-018	Screen, NKM	2060 3730	Osna Equipment		
51-11-019	Screen, NKM	2060 3730	Osna Equipment		
51-11-021	Screen, NKM	2060 3730	Osna Equipment		
51-11-020	Screen, Linear Carbon Safety	2060 3750	Delkor Technik Ltd.		
51-19-002	Sampler, Primary; CIP Circuit Tails	2060 3600	Harrison R. Cooper		
51-19-014	Sampler, Secondary; CIP Circuit Tails	2060 3600	Harrison R. Cooper		

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
AREA 51 - CIP AREA					
51-31-005	Agitator, CIP Tank	2060 3090	Hayward Gordon	k1034	k1210
51-31-006	Agitator, CIP Tank	2060 3090	Hayward Gordon	k1034	k1210
51-31-007	Agitator, CIP Tank	2060 3090	Hayward Gordon	k1034	k1210
51-31-008	Agitator, CIP Tank	2060 3090	Hayward Gordon	k1034	k1210
51-31-009	Agitator, CIP Tank	2060 3090	Hayward Gordon	k1034	k1210
51-31-010	Agitator, CIP Tank	2060 3090	Hayward Gordon	k1034	k1210
51-31-011	Agitator, CIP Tank	2060 3090	Hayward Gordon		
51-63-024	Pump, Slurry; Tailings Single Stage	2060 3500	Warman International		
51-63-025	Pump, Slurry; Standby Tailings	2060 3500	Warman International		
51-63-026	Pump, Tailings Booster	2060 3500	Warman International		
51-63-027	Pump, Tailings Booster (Pit)	2060 3500			
51-68-001	Pump, Loaded Carbon Transfer Tank	2060 3500	Warman International	k1056	k1227
51-68-002	Pump, #1 CIP Carbon Advance	2060 3500	Warman International	k1056	k1227
51-68-003	Pump, #2 CIP Carbon Advance	2060 3500	Warman International	k1056	k1227
51-68-004	Pump, #3 CIP Carbon Advance	2060 3500	Warman International	k1056	k1227
51-68-005	Pump, #4 CIP Carbon Advance	2060 3500	Warman International	k1056	k1227
51-68-006	Pump, #5 CIP Carbon Advance	2060 3500	Warman International	k1056	k1227
51-68-007	Pump, #6 CIP Carbon Advance	2060 3500	Warman International		
51-64-008	Pump, Sump; Tailings Area	2060 3500	Warman International	k1056	k1227
51-64-009	Pump, Sump; CIP Area	2060 3500	Warman International		
51-64-010	Pump, Sump CIP Tails	2060 3500	Galigher		
51-82-017	Tank, Loaded Carbon Surge	2060 3600			
51-82-018	Tank, #1 CIP	2060 3600	Les Indust. Fournier		
51-82-019	Tank, #2 CIP	2060 3600	Les Indust. Fournier		
51-82-020	Tank, #3 CIP	2060 3600	Les Indust. Fournier		
51-82-021	Tank, #4 CIP	2060 3600	Les Indust. Fournier		
51-82-022	Tank, #5 CIP	2060 3600	Les Indust. Fournier		
51-82-023	Tank, #6 CIP	2060 3600			
51-82-024	Pumpbox, CIP Tails	2060 3600	Les Indust. Fournier		
AREA 52 - CARBON REGENERATION AREA					
52-11-023	Screen, Carbon Dewatering, #1 Kiln	2070 3700	Osna Equipment		
52-11-024	Screen, Carbon Sizing	2070 3700	Osna Equipment		
52-11-025	Screen, Carbon Dewatering, #2 Kiln	2070 3700	Osna Equipment		
52-31-001	Mixer, Caustic Tank	2070 3600			
52-31-002	Mixer, Acid Tank	2070 3600			
52-31-011	Agitator, Carbon Attrition	2070 3600	Hayward Gordon		
52-33-003	Kiln #1, Carbon Regeneration	2070 3095	Lochhead Haggerty		
52-33-004	Kiln #2, Carbon Regeneration	2070 3097	Lochhead Haggerty		
52-42-002	Screw Conveyor, #1 Kiln Feed	2070 3095	Lochhead Haggerty		
52-42-003	Screw Conveyor, #2 Kiln Feed	2070 3097	Lochhead Haggerty		
52-44-008	Hoist, Fresh Carbon	2070 3600			
52-55-007	Fan, Exhaust; #1 Regeneration Kiln	2070 3095	Universal Fan		
52-55-014	Fan, Exhaust; #2 Regeneration Kiln	2070 3097	Universal Fan		
52-55-015	Fan, Exhaust; #2 Regeneration Kiln	2070 3097			
52-62-002	Blower, Kiln Combustion Air	2070 3095	Spencer		

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
AREA 52 - CARBON REGENERATION AREA					
52-65-009	Pump, Acid Wash; Circulation/Drain	2070 3500	A-C Pumps (ITT)		
52-66-003	Pump, Fuel Oil; Kiln	2070 3095	Lochhead Haggerty		
52-67-002	Pump, Acid; Barrel Type	2070 3500	Industrial Pumps	k1071	k1222
52-67-003	Pump, Caustic Soda; Barrel Type	2070 3500	Industrial Pumps	k1071	k1222
52-67-004	Pump, Caustic Transfer	2070 3500	A-C Pumps (ITT)	k1071	k1222
52-67-005	Pump, Acid Transfer	2070 3500	A-C Pumps (ITT)		
52-68-013	Pump, Transfer; Acid Wash Carbon	2070 3500	Warman International		
52-68-014	Pump, Discharge; Attrition Tank	2070 3500	Warman International		
52-68-015	Pump, Discharge; #1 Quench Tank	2070 3500	Warman International		
52-68-016	Pump, Distribution; Regeneration Carbon	2070 3500	Warman International		
52-68-017	Pump, Sump; Acid Area	2070 3500	Warman International		
52-68-018	Pump, Sump; #1 Regeneration Area	2070 3510	Warman International		
52-68-020	Pump, Sump; #2 Regeneration Area	2070 3500	Warman International		
52-68-021	Pump, Discharge; #2 Kiln Quench Tank	2070 3500			
52-82-030	Tank, Acid Wash	2070 3600	ICL Engineering Ltd.	k1073	
52-82-031	Tank, #1 Carbon Fines/Water Receiving	2070 3600			
52-82-032	Tank, Carbon Attrition	2070 3600			
52-82-033	Tank, #1 Carbon Quench	2070 3600	Lochhead Haggerty		
52-82-034	Tank, Regenerated Carbon Storage	2070 3600			
52-82-035	Tank, Caustic Mix/Storage	2070 3600			
52-82-036	Tank, Acid Mix/Storage	2070 3600			
52-82-048	Tank, #2 Carbon Fines/Water Receiving	2070 3600			
52-82-049	Tank, #2 Carbon Quench	2070 3600	Lochhead Haggerty		
52-84-020	Chute, Carbon Kiln Discharge	2070 3600	Lochhead Haggerty		
AREA 53 - STRIPPING AREA					
53-19-006	Sampler, Barren Strip Solution	2070 3600			
53-19-008	Sampler, Pregnant Strip Solution	2070 3600			
53-51-001	Boiler, Solution Heater	2070 3110	First Thermal Systems	k1017	k1230
53-52-001	Heat Exchanger, Primary	2070 3105	Alpha-Laval Ltd.		
53-52-002	Heat Exchanger, Primary	2070 3105	Alpha-Laval Ltd.	K1011	K1206
53-52-003	Heat Exchanger, Secondary	2070 3105	Alpha-Laval Ltd.	K1011	K1206
53-65-003	Pump, Strip Feed Solution	2070 3500	A-C Pumps (ITT)		
53-65-004	Pump, Strip Feed Solution	2070 3500	A-C Pumps (ITT)		
53-65-005	Pump, Electrowinning Cell Feed	2070 3500	A-C Pumps (ITT)		
53-65-006	Pump, Booster Water	2070 3500	A-C Pumps (ITT)		
53-65-029	Pump, Strip Vessel Drain	2070 3500	A-C Pumps (ITT)		
53-67-001	Pump, Barrel; Caustic Soda	2070 3500	Industrial Pumps		
53-68-010	Pump, Stripped Carbon Transfer	2070 3500	Warman International		
53-68-011	Pump, Stripped Carbon Transfer	2070 3500	Warman International		
53-68-012	Pump, Sump; Strip Area	2070 3500	Warman International		
53-82-025	Tank, Barren Strip Solution	2070 3600	Les Industries Fournier		
53-82-026	Tank, Pregnant Strip Solution	2070 3600	Les Industries Fournier		
53-82-027	Tank, Clean Water Surge	2070 3600			
53-83-001	Vessel, Pressure Carbon Strip	2070 3100	Bedarco Mc Gruer Inc.	k1019	k1242
53-83-002	Vessel, Pressure Carbon Strip	2070 3100	Bedarco Mc Gruer Inc.		

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
AREA 54 - REAGENT AREA					
54-21-001	Mixer, Acrison Unit #1	2080 3090	Acrison International		
54-21-002	Mixer, Acrison Unit #2	2080 3090	Acrison International		
54-31-013	Agitator, Lime Mixing	2080 3090	Hayward Gordon		
54-31-014	Agitator, Lime Holding/Distribution	2080 3170	Hayward Gordon		
54-31-015	Agitator, Cyanide Mixing	2080 3090	Hayward Gordon		
54-31-016	Agitator, Flocculant Mixing #1	2080 3090	Hayward Gordon		
54-31-017	Agitator, Lime Slaking	2080 3170	Allied		
54-31-018	Agitator, Flocculant Mixing #2	2080 3090	Hayward Gordon		
54-44-009	Hoist, Reagent	2080 3600			
54-44-010	Hoist, Lime Area	2080 3600			
54-55-001	Fan, Exhaust, Cyanide Mix Tank	2080 3090	New York Blower		
54-63-026	Pump, Lime Transfer	2080 3500	Warman International		
54-63-027	Pump #1, Lime Distribution	2080 3500	Warman International		
54-63-028	Pump #2, Lime Distribution	2080 3500	Warman International		
54-63-029	Pump, Lime Slaker Transfer	2080 3500	Warman 1.5 x 1		
54-64-009	Pump, Sump; Reagent Area	2080 3500	Galigher		
54-65-033	Pump, Cyanide Transfer	2080 3500	A-C Pumps (ITT)		
54-65-034	Pump, Cyanide Distribution	2080 3500	A-C Pumps (ITT)		
54-65-035	Pump, Cyanide Distribution	2080 3500	A-C Pumps (ITT)		
54-66-001	Pump #1, Diesel Oil Transfer	2080 3500	H.M. Fluid	k1047	k1248
54-66-002	Pump #2, Diesel Oil Transfer	2080 3500	H.M. Fluid	k1047	k1248
54-67-004	Pump, Barrel; Caustic Soda	2080 3500	Industrial Pumps		
54-67-005	Pump, Flocculant Metering	2080 3500	Robbins Meyers		
54-67-006	Pump, Flocculant Transfer #1	2080 3500	Robbins Meyers		
54-67-007	Pump, Flocculant Transfer #2	2080 3500	Tarby		
54-82-035	Tank, Lime Mixing	2080 3090			
54-82-036	Tank, Lime Holding/Distribution	2080 3090			
54-82-037	Tank, Diesel Oil Storage	2080 3090			
54-82-039	Tank, Flocculant #1	2080 3090			
54-82-041	Tank, Cyanide Mixing	2080 3090			
54-82-042	Tank, Cyanide Holding/Distribution	2080 3090			
54-82-043	Tank, Lime Slaking	2080 3090			
54-82-044	Tank, Flocculant #2	2080 3090	IDI Engineering		
54-84-054	Hopper, Lime Feed Bag Breaker	2080 3090			
54-84-055	Hopper, Cyanide Feed Bag Breaker	2080 3090			
AREA 55 - COMPRESSORS					
55-20-002	Dryer, Instrument Air	2040 3310	Sullair	k1029	k1251
55-61-001	Compressor #1, Leach @ 50 PSI	2060 3310	Sullair	k1037	k1249
55-61-002	Compressor #2, Leach @ 50 PSI	2060 3310	Sullair	k1037	k1249
55-61-003	Compressor #2, Plant Air @ 115 PSI	2040 3310	Sullair		
55-61-004	Compressor #3, Instrument Air @ 115 PSI	2040 3310	Sullair		
55-61-007	Compressor #3, Leach @ 50 PSI	2060 3310	Sullair	k1037	k1249
55-61-008	Compressor #1, Plant Air @ 115 PSI	2040 3310	Sullair		
55-69-001	Receiver, Plant Air	2040 3310	Chamco Industries	k1029-1	
55-69-002	Receiver, Instrument Air	2040 3310	Chamco Industries	k1029-1	

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
<u>AREA 57 - REFINERY</u>					
57-20-001	Dryer/Oven	2090 3120			
57-33-001	Furnace, Induction	2090 3120	Ajax Magnethermic	K1048	
57-36-001	Table, Deister Concentrating	2090 3115			
57-38-001	Cell, Electrowinning #1	2090 3115	Mine & Mill Engineering	K1028	K1223
57-38-002	Cell, Electrowinning #2	2090 3115	Mine & Mill Engineering	K1028	K1223
57-38-003	Cell, Electrowinning #3	2090 3115	Mine & Mill Engineering	K1028	K1223
57-38-101	Rectifier #1	2090 3350	Mine & Mill Engineering	K1028	K1223
57-38-102	Rectifier #2	2090 3350	Mine & Mill Engineering	K1028	K1223
57-38-103	Rectifier #3	2090 3350	Mine & Mill Engineering	K1028	K1223
57-39-001	Detector, Metal	2090 3350	Protective Technologies	K1067	
57-44-007	Hoist, 1 Ton	2090 3800			
57-53-002	Fan, Ventilation (Fresh Air)	2090 3800	Nutech Systems	K1064	K1235
57-55-002	Fan, Ventilation (Exhaust)	2090 3800	Air System Supplies	K1069	
57-55-003	Fan, Ventilation (Exhaust); Electrowinn. Cell	2090 3800	Air System Supplies	K1069	
57-55-004	Fan, Ventilation (Exhaust); Induction Furnace	2090 3800	Air System Supplies	K1069	
57-55-005	Fan, Ventilation (Fresh Air)	2090 3800			
57-55-008	Fan, Ventilation (Exhaust)	2090 3800	Air System Supplies	K1069	
57-55-009	Fan, Ventilation (Exhaust)	2090 3800	Air System Supplies	K1069	
57-62-003	Blowers, Air Cooled Furnace	2090 3800			
57-63-023	Pump, Deister Table Tails (Refinery)	2090 3500	Allis Minerals		
57-65-007	Pump, Tails; Electrowinning Cell	2090 3500	A-C Pumps (ITT)		
57-65-008	Pump, Air	2090 3500	Wilden		
57-65-011	Pump, Hydraulic; Furnace Tilting	2090 3500			
57-65-012	Pump, Cooling; Closed Air/Water	2090 3500			
57-75-001	Power Pack, Furnace	2090 3350			
57-82-028	Pumpbox, Electrowinning Cell Tails	2090 3500			
57-82-029	Tank, Cathode Sludge Wash Table	2090 3500			
<u>AREA 60 - RECLAIM WATER</u>					
60-65-014	Pump, Reclaim Water	2110 3130	Peerless	K1062	
60-65-015	Pump, Reclaim Water	2110 3130	Peerless	K1062	
60-65-024	Pump, Diesel Cooling	3000 3500	Fontaine	K1051	K1238
60-65-025	Pump, Diesel Cooling	3000 3500	Fontaine	K1051	K1238
60-82-050	Barge, Reclaim	2110 3130	Blais		
<u>AREA 65 - PORTABLE CRUSHING</u>					
65-10-006	Crusher, Jaw 42 x 30	2140 3001	Kobelco		
65-10-007	Crusher, Short Head Cone 5Y'	2140 3002	Nordberg		
65-10-007A	Crusher, Cone 3'	2140 3002	Nordberg		
65-11-025	Screen, Vibrating; Sizing 4' x 16'	2140 3700	Thunderbird Industries		
65-18-014	Feeder, Vibrating Grizzly 46" x 16'	2140 3020	Thunderbird Industries		
65-32-002	Detector, Tramp Metal	2140 3400			
65-41-009	Conveyor, Belt #1 48"	2140 3400	Thunderbird Industries		
65-41-010	Conveyor, Belt #2 36" (Stacker at Jaw Crush.)	2140 3400	Thunderbird Industries		
65-41-011	Conveyor, Belt #3 24" (3' Cone Feed)	2140 3400	Thunderbird Industries		

Equip. #	Equipment Description	Cost-Code	Manufacture	P.O.	Spare Parts
<u>AREA 65 - PORTABLE CRUSHING</u>					
65-41-012	Conveyor, Belt #6 30" (Screen Feed)	2140 3400	Thunderbird Industries		
65-41-013	Conveyor, Belt #7 24" (Scrn. O/Size Stacker)	2140 3400	Thunderbird Industries		
65-41-014	Conveyor, Belt #8 24" (Scrn. U/Size Stacker)	2140 3400	Thunderbird Industries		
65-41-015	Conveyor, Belt #4 30" (5' Crusher Disch.)	2140 3400	Omai		
65-41-016	Conveyor, Belt #5 30" (Fixed Stacker)	2140 3400	Omai		
65-41-017	Conveyor, Sand Screw	2140 3400			
65-61-009	Compressor, Air	2140 3002	Ingersol Rand		
65-99-001	Sandscrew, 36" x 25'	2140 3700	Thunderbird Industries		
<u>AREA 70 - MINE</u>					
70-65-001	Pump, Water (Pit Dewatering)	1020-7700	Worthington (Ingersoll Dresser)		
70-65-002	Pump, Water (Pit Dewatering)	1020-7700	Worthington(Ingersoll Dresser)		
70-65-003	Pump, Submersible 15H.P. Tsurumi				
70-65-004	Pump, Submersible 87 H.P. Flygt				
70-65-005	Pump, Submersible 87 H.P. Flygt				
70-65-006	Pump, Submersible 87 H.P. Flygt				
70-65-007	Pump, Submersible 100 H.P. Toyo				
70-65-008	Pump, Submersible 100 H.P. Toyo				
70-65-009	Pump, Submersible 100 H.P. Tsurumi				
70-65-010	Pump, Submersible 30 H.P. Flygt				

ANNEX F: EXPORT PERMITS

- * List of Names and Addresses (prospecting licenses)
- * List of Names and Addresses (prospecting permits -
medium scale
- * Guyana: List of Mining Companies

ANNEXE F: PERMIS D'EXPLORATION ET D'EXPLOITATION

- ☛ List of Names and Addresses (Prospecting Licences)
- ☛ List of Names and Addresses (Prospecting Permits - Medium Scale)
- ☛ Guyana (List of mining companies)

LIST OF NAMES AND ADDRESSES

Prospecting Licences

NAMES	ADDRESSES	TELEPHONE NO.	FAX NO.
Alphonso, Alfro	13-15 University Gardens, Turkeyen	592-2-42331	
Canadian Int. Mining Investment Co. Ltd	17 Courida Park, East Coast Dem.	592-022-5644	
Caribbean Resources Limited	Houston, East Bank Demerara	592-2-67308	592-2-62782
Carter, J.W.	185 Eping Avenue, Bel Air Park Georgetown	592-2-51448	
Carter, Richard J.	45 Second Avenue, Subryanville	592-2-51448	
Case Dev. Co. ltd.	267 New Market St. Cummingsburg G/town	592-2-61418	592-2-61411
Cathedral Gold Corporation	279 Foreshaw Street, Queenstown, G/town	592-2-62082/ 62083-4	
CANARC Guyana Ltd	48 Eping Avenue, Bel Air Park, Georgetown	592-2-59084	592-2-59085
Correia, M.O. Snr	158 Charlotte Street, Lacytown, Georgetown	592-2-75570/ 75575	
Dookie, Edris	'A' 16-17 Shamrock Gardens, E. C. Dem.	592-022-2305 022-4252/3	592-022-3348
Caribbean Basic Industries Limited	74 High Street, Kingston, Georgetown	592-2-53188	592-2-74881
Edgeworth Const.	15 Malgre Tout, West Bank Demerara	592-2-5856/ 72401	416-368-5146
Enachu Diamond Traders	24 Howes Street, Charlestown, G/town	416-368-3949	
Exall Resources	8 King Street, East Suite 1705 Toronto, Ontario, Canada MC IR5	595-05-278	592-05-278
Essequibo Timbers	First Avenue, Bartica, Essq. River.		

NAMES	ADDRESSES	TELEPHONE NO.	FAX NO.
Exploration Brex Inc.	1700 rue de L' Hydro C.P. 547, VAL D'OR Quebec, J9P 4P5 Canada	(819)825-9065	819-825-1199
George Hicks Minings Company	c/o Huges, Fields & Stoby, Hadfield Sts. Georgetown	592-2-57656	
Golden Star Res. Ltd.	56 High Street, Kingston Georgetown	592-2-64617/ 64989	
Granbar Company Ltd	268 Foreshaw Street Queenstown, Georgetown	592-2-58668	592-2-58702
H.G.B. Ventures	P.O. Box 35, Artiene, Texas, U.S.A.	915-677-6663	915-677-6663
Kretchmar International Geoscience Corp.	PR#1 Severn Pine Crescent Waslago Ontario, Canada	705-689-8515	705-689-5361
Mazda Limited	19 Water Street, Georgetown	592-2-63220/ 62347	
Minrich Inc.	1 Croal Street, P.O. Box 10294	592-2-59232	
North American Resources Limited	17 Courida Park East Coast Demerara	595-022-5165	
Omai Gold Mines Ltd	176 'D' Middle Street. Georgetown	592-2-54588	592-2-66468
Oratop Development Inc.	1001 Bay Street Suite, 1809, Toronto, Ontario M5S 3A6	416-862-7168	

NAMES	ADDRESSES	TELEPHONE NO.	FAX NO.
Pegasus Gold Incorporated	94 Laluni Street Queenstown, Georgetown	592-2-53935	592-2-53935
Pereira Mining . Company Ltd	83 Premniranjan Place, Prashad Nagar, Greater Georgetown	592-2-77220	
Roraima Mining Co. Ltd	122 Aubrey Barker St. South Ruimveldt Park Greater Georgetown	592-2-74334	592-2-69906
Romanex (Guyana) Exploration Ltd	117 Cowan Street Kingston Georgetown	592-2-66275	592-2-53526
Tanahamas Gold Mining Company Ltd.	Grant 1803, Lot 21-22 Section 'A' Crawwood Creek Corentyne, Berbice	592-039-2781	
Toscana Resources Ltd	55-56 Oleander Gardens East Coast Demerara.,	592-2-2481	592-2-2481
Vieira, Wayne	17 Houston Estate, East Bank Demerara	592-2-63414	
Earl Ward Associates Limited	c/o Christopher L. Ram & Company, 157 "C" Waterloo Street, Georgetown.	592-2-60322	

LIST OF NAMES AND ADDRESSES

Prospecting Permits (Medium Scale)

A

1. Arrow Consolidated
and Mining Enterprise 51 'G' Sheriff Street Campbellville,
Georgetown.
2. Adams, Claude 100 'A' Barima Ave, Bel Air Park.
3. Adams, Eugene & 25 North Street, Lacytown, Etering
Bang.
4. Alphonso, Alfro 13-15 University Gardens, East
Coast Demerara.
5. Alli, Raymond J. 15 Station Street, Kitty,
Georgetown.
6. Adams, Timothy C. 281 Lamaha Gardens, Georgetown.
7. Alphonso, Clinton 'A'-36 Barima Avenue, Bel Air
8. Adams, Theodore E. 'A' 89 Duncan Street, Bel Air Park.
9. Adams, Timothy 231 Lamaha Gardens, Georgetown.
10. Agrippa, Leonard 114 Thomas Street, Georgetown.
11. Adams, Linda 59 Church Road, Subryanville.
12. Austin, Lynette 373 North East La Penitence
13. Alphonso, Michael 'A' 67 Ireng Place, Bel Air Park
14. American-Guyana-Amerindian 42 Garnett Street, Georgetown.
15. Alexander, James 26 Shirley Field Ridley, Square
16. AMPA Investments Ltd 194 Kaieteur Road, Bel Air Park.

- 17. Adams, Royston & Raymond 59 Church Road, Subryanville
- 18. Ades, R. R. 158 Charlotte Street, Georgetown
- 19. Alli, Raymond & Maraine R. 51 Station Street, Kitty, Georgetown
- 20. Alphonso, Franklin, et al 4 Ogle Public Road, East Coast
Demerara
- 21. Adams, Royston 59 Church Road, Subryanville
- 22. Alam, Gilbert % J.P. Santos, Charity, Pomeroun.

B

- 23. Burnette, Albert Saxacally, Essequibo
- 24. Baird, Simone Arakaka, North West District
- 25. Boters, Abraham & Jardin, Stanislaus 227 South Road, Bourda
- 26. Bacchus, David 19 Dadanawa Street, Section K
Campbellville
- 27. Barakat, Samuel F. 1 Hadfield Street, Georgetown
- 28. Blair, Arnold 23 Susat Drive, triumph, East Coast
Demerara.
- 29. Belle Christopher 52 First Street, Bartica
- 30. Bacchus, Royston 232 Munipuri Street, Prashad Nagar
- 31. Bernard, Viburt 'A' 16-17 Shamrock Gardens, East
Coast Demerara.

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| 32. | Baptiste, Errol & Adam Terrence | 2 Miles Bartica & 19 Second Avenue, Bartica |
| 33. | Blennman, Richard & Blair, Stephen | 50 Sheriff Street, Campbellville |
| 34. | Boodhoo, Chandra | Parika, East Bank Essequibo |
| 35. | Bowman, Anthony | Lovelylass, West Coast Berbice |
| 36. | Balkissoon, Satrohan | 16 Seaforth Street, Campbellville |
| 37. | Bel, Leonard | 13 Mon Repos, East Coast Demerara |
| 38. | Bearam, Neville | 33 Durban Street, Lodge |
| 39. | Bend, M. | 50 Sheriff Street, Campbellville |
| 40. | Baird, Sabina | 23 Roxanne Burnham, Gardens |
| 41. | Bowman, Prince | Lovelylass, West Coast Berbice |
| 42. | Baychu, Ronald H. | 57 Second Street, Cottonfield, Essequibo Coast |
| 43. | Baptiste, Errol et al | 2 Miles Bartica, & 19 Second Avenue |

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| 44. | Correia, M.O. (Snr.) | 158 Charlotte Street, Georgetown |
| 45. | Correia, M.C. Holdings Ltd | 159 Charlotte Street, Georgetown |
| 46. | Cheddie, Ganesh | 27 Pouderoyne, West Bank Demerara |
| 47. | Chan, W.F. | 84 Garnett Street Lamaha Gardens |
| 48. | Cameron, Roland | 3 Farm Village, East Bank Essequibo |

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| 49. | Chand's Int. Corp. | 9 Camp and Hadfield Street,
Georgetown. |
| 50. | Citadel Mining Company | 24 'D' George Street, Freeburg |
| 51. | Carneiro, Jonas D. | 208 Charlotte and Alexander Street |
| 52. | Chan, Joseph | 127 Robins Place, Bel Air Park |
| 53. | Charles Bausman | Perseverance, East Coast Demerara |
| 54. | Correia, Clara | 27 Gordon Street, Kitty & 31 Belvoir
Court, Bel Air Spring, Georgetown |
| 55. | Charles, John | 35 Third Avenue, Bartica |
| 56. | Chand, Anil | 9 Camp and Hadfield Street,
Georgetown |
| 57. | Chand, Arjune | 4 - 5 Main Road & Wapping Lane,
New Amsterdam |
| 58. | Cameron, David & Williams M. | 80 Cowan Street, Kingston,
Georgetown |
| 59. | Carrington, Gilbert | 106 Campbell Avenue, Georgetown |
| 60. | Chicherie, Nandlall | Bush Lot Village |

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| 61. | Fraites, Dennis & Vibert | 55 New Garden Street, Queenstown. |
| 62. | Fredtkou, Albert | 1273 Cane View Avenue, South
Ruimveldt Park |
| 63. | Fraser, Egbert | Reliance Village |
| 64. | Fung-Fook, Raymond | 202 Almond Street, Queenstown. |
| 65. | Fraser, Ronald | 93 - 94 Zeskendren, Mahaicony, East
Coast Demerara. |

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| 66. | Guypride Development Co. Ltd. | 200 Almond Street, Queenstown |
| 67. | Gomes, Bernadine &
Browne, Cleveland | Eteringbang & Arakaka, North West
District |
| 68. | Gokul, Michael | 3 - 19 Area 'D' Sophia |
| 69. | Greenston Mining & | 24 George Street, Freeburg |
| 70. | Giddings, Gregory | 42 'A' New Providence, East Bank
Demerara |
| 71. | Greenheart Enterprise Ltd | 148 South Ruimveldt Park |
| 72. | Golden Arrow Mining Ent. | 9 David Street, Kitty, Georgetown |
| 73. | Giddings Industrial Development | 42 'A' New Providence, East Bank
Demerara |
| 74. | Gribaker Mining Ent. Ltd | 9 David Street, Kitty, Georgetown |
| 75. | Griffith, Keith | 9 David Street, Kitty, Georgetown |
| 76. | Gibson, Maurice | 147 Lamaha Gardens, Georgetown |
| 77. | Gregory Giddings | 231 Camp Street, South
Cummingsburg, Georgetown |
| 78. | Griffith, Edward | Plot '7' Meadow Brook, Gardens,
Georgetown. |
| 79. | Greaves, Bobby & Anthony V | 2230 Festival City, North Ruimveldt |
| 80. | Godette, Vernon | Monkey Jump |

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| 81. | Hergoy, Kurt | 10 'A' Kersaint Park, La Borne
Intention, East Coast Demerara |
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| 82. | Hopkinson, Edward | 267 Republic Park, East Bank
Demerara |
| 83. | Hector, Steve | 266 Cedar Court, Lamaha Gardens |
| 84. | Hassan, Sheikh S. | 17 Courida Park, East Coast
Demerara |
| 85. | Henry, Leroy | 3554 Postal Housing Scheme, North
Ruimveldt |
| 86. | Harding, Patrick | 105 New Garden Street, Queenstown |
| 87. | Hopkinson, Allan | 7 Fifth Avenue, Bartica |
| 89. | Stuart E.B. Hughes | 6 Earls Avenue, Subryanville |
| 90. | Hector, Elaine D. | 266 Cedar Court, Lanaha Gardens,
Georgetown |
| 91. | Hector, Peter | 93 Fourth Avenue, Subryanville |
| 92. | Herygoy, Kurt, De Santos | 10 'A' Kersaint Park, La Bourne, and
Bernard, W.Intention |
| 93. | George Hicks Mining Co. Ltd. | 185 'A' Eping Avenue, Subryanville |
| 94. | Harding, John | 107 Second Street, Alberttown |
| 95. | Henry, Rupert & Milo Derrick | 106 Regent Street, Bourda |

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| 96. | I.D.I Engineering Ltd | 1 Hadfield Street |
| 97. | Interterra Resources Ltd | 343 Middle Street, North
Cummingsburg |

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| 98. | Lugard Mortima Klass | Farm Village, East Bank Essequibo |
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99. Kaburi Development Co. Ltd. % Richard E. Fields, Hadfield Chambers, 62 Hadfield and Cross Street.
100. Khan, Mohamed Ayube 28 Fourth Avenue, Bartica
101. Kusial, Paramanan 120 East Meten-Meer-Zorg
102. King, Stephen 8 Stewartville, West Coast Demerara

L

103. Lawrie, John 10 Kersaint Park, La Bourne Intention,
104. Lucian, Desmond et al 16 Durban & Henry Streets, Werk-en-Rust
105. Lim, Herman Timehri Road, East Bank Demerara
106. Larpakan Interior Development Co. Ltd. 25 Thomas Street, Kitty, Georgetown
107. Lowe, James 179 Charlotte Street, Cummingsburg
108. Lester, Waddington et al 52 Sherrif and Garnett Streets
109. Lewis, Owen et al 231 Almond Street, Queenstown
110. Lissone, Frank & Cameron Martin 105 Brickdam, Stabroek, Georgetown

M

111. Mohabeen, J. Limited 159 Regent Road, Bourda, Georgetown.
112. Mining Engineering Enterprises Ltd. 1, 2, and 3 Rahaman's Park, Houston, East Bank D Demerara.

113. Mansell, Anthony 'A' 161 Duncan Street, Bel Air Park
114. Matthews, Roland 177 Shubasant St. Prashad Nagar
115. Marcus, Dabria 127 Akawini Street, Section 'K'
Campbellville
116. Minex 3 - 19 Area 'D' Sophia
117. Murray, Andrew & Vansluytman Gordon 105 Second Street, Alberttown
118. Murray, Andrew 105 Second Street, Alberttown
119. Marcus, Winston Munroe & Norman D.H. Monroe 305 Republic Park, East Bank
Demerara
120. Waini Resources Company Limited 3 - 19 Area 'D' Sophia, Georgetown
121. Mrs. Bibi F.B. Sanchoo 41 Main Street, Anns Grove Village,
East Coast Demerara.
122. Rupert Henry & Derrick Milo 106 Regent Road, Bourda,
Georgetown
123. Krishna Singh & Totaram Singh 53 Groenveldt, Leonora, West
Coast Demerara
124. Gray Sobers 14 Grove Housing Scheme, East
Bank Demerara
125. John Van Sertima, Gold and Diamond Mining Association 54 Hadfield Street, Stabroek
126. Mekdeci Mining Company 19 Water Street, Georgetown
127. Mohamed , Kedar & Okleema 8 Fourth Avenue, Bartica
128. Malead, Trenton et al Mahdia, Potaro
129. Mingo, Mortimer 45 Topira Crescent, Richmond Hill,
Linden
130. Macedo, Victor & Frank 224 Peter Rose St, Alberttown

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| 131. | MK Gold & Diamond Ent. | 250 South Road & Oronoque Street |
| 132. | Monroe, Earl | 519 East Ruimveldt, Housing Scheme |
| 133. | Mendonca, Jerome & Sears Malcolm | 70 Brickdam, Stabroek |
| 134. | Mohamed, Saeed | 10 Leonora, Public Road, West Bank Demerara. |

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| 135. | Nelson, Lambert | Cottage, Mahaicony, East Coast Demerara |
| 136. | Nelson, Keith | Cottage, Mahaicony, East Coast Demerara |
| 137. | Nelson, Lyttleton | Cottage, Mahaicony, East Coast Demerara |
| 138. | Nelson, Orin | Cottage, Mahaicony, East Coast Demerara |
| 139. | Nichols, Courtney et al | 13 Burnham Drive |

O

- | | | |
|------|------------------------|-------------------------------------|
| 140. | Obermuller, Oric et al | 2575 Kaikan Street, North Ruimveldt |
|------|------------------------|-------------------------------------|

P

- | | | |
|------|--------------------|---|
| 141. | Pieire, Dicley | 30 Queens Street, Kitty, Georgetown |
| 142. | Plymel, Shrimattie | 220 'B' Camp Street, Georgetown |
| 143. | Pereira, Julio | 46 Buxton Railway Line, East Coast Demerara |

144. Phillips, John 119 John Smith Street, Campbellville
145. Persaud, Cecil Land of Canaan, East Bank
Demerara
146. Primus, Vincent 14 Hadfield Street, Georgetown
147. Pestano, Francis 1 First Street, Bartica
148. Peters, Errol 63 Bushlot Village, East Coast
Demerara
149. Peter, Alex & Oscar Reliance, Essequibo
150. Persaud, Samuel 36 - 3rd Avenue, Bartica
152. Peters, Mandrekar 4 Area 'L' Bel Air, Greater
Georgetown
152. Pang, Richard & Blenman Richard 50 Sheriff Street, Campbellville

Q

153. Quail, John 62 Anira Street, Queenstown

R

154. Reece, Ronald 25 Bel Air, Lamaha Gardens
156. Ramnarran, Alienn 25 Meadow Bank, East bank
Demerara
157. Robertson, Sylvenia 7 Rebecca's Lust, Mahaicony, East
Coast Demerara
158. Rodney, Hector & Wong, Jeffrey 44 Russel Street, Georgetown

- 159. Ramkumar, Deodat 3 - 19 Area 'D' Sophia
- 160. Deonarine, Ramdass 10 Hope, East Coast Demerara
- 161. Rodrigues, Richard 'B' 248 South Road, Bourda
- 162. Roshanali, Ramjan 25 Meadow Bank, East Bank Demerara
- 163. Rodney, Hector & Jeffrey Hong 44 Russel Street, Georgetown
- 164. Rambarran, Harry 26 Soesdyke, East Bank Demerara
- 165. Robertson, Bernard & Roshawne 7 Rebecca's Lust, East Coast Demerara
- 166. Ramsammy, Arnold & Liliylth 7 Highdam, Mahaicony, East Coast Demerara

S

- 167. Small, Elaine 266 Cedar Court, Lamaha Gardens
- 168. W Mining Company 24 George Street, Freeburg
- 169. Sparrow, Frederick 65 David Street, Kitty, Georgetown
- 170. Sobers, Gray 14 Grove Housing Scheme, East Bank Demerara
- 171. Singh, Lalbahadur 42 Garnett Street, Newtown
- 172. Smartt, Leslie Belmonte, Mahaica, East Coast Demerara
- 173. Shanks, George L. 1192 Canje Pheasant Lane, South Ruimveldt Park
- 174. Sanchoo, Bibi E.B. 41 Main Street, Anns Grove, East Coast Demerara

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|------|-----------------------------------|---|
| 175. | Smartt, Leslie | Belmonte, Mahaicony, East Coast
Demerara |
| 176. | Shanks, L. George | 1192 Canje Pheasant Lane, South
Ruimveldt Park |
| 177. | Stuart, Royston | 52 James Town, Mahaica, East Coast
Demerara |
| 178. | Sobers, Leslie | 86 North Haslington, East Coast
Demerara |
| 179. | Samuels, Mansal | 160 Lamaha Gardens, Georgetown |
| 180. | Stoll, Egbert | 60 Hadfield Street, Georgetown |
| 181. | Singh, Sirpaul | 38 Croal Street, Stabroek |
| 182. | Smith, Wayne & Donna | 18 Meten-Meer-Zorg, West Coast
Demerara |
| 183. | Seepersaud, Suraka | 30 Broad and Lyng Streets,
Charlestown |
| 184. | Shew, Sase Naraine | 29 First Avenue, Bartica |
| 185. | Hector Stewart and Stephen Willie | 11 North Road, Lacytown |
| 186. | Sankar, Herman | Fort Island, Essequibo River |

T

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|------|--|---|
| 187. | Tumering, Mining & Investment
Company Limited | 19 Dandanawa Street, Section 'K'
Campbellville |
| 188. | Tiwari, Ameshwari | 'C' 99 Albert Street, Alberrtown |
| 189. | Trim, Cecil | Mocha, Pomeroon |
| 190. | Tamesar, Derika | 5 Area 'Q' Port Mourant, Berbice |

V

191. Viera, Wayne 17 Houston Estate, East Bank
Demerara
192. Vansluytman, Neil 108 Third Street, Alberttown,
Georgetown
193. Vieira Michael 1 Houston Estate, East Bank
Demerara
194. Van-De-Cruize, Cheryl 109 West Ruimveldt, Housing
scheme
195. Vieira, Joseph & Paula Houston Estate, East Bank Demerara
196. Vansluytman, Gordon &
Murray, Andrew 105 Second Street, Alberttown
197. Van Sertima, John 54 Hadfield Street, Stabroek
198. Vieira, Francis A. 18 Houston Estate, East Bank
Demerara

W

199. White, Winston et al 5 Plantation, hope, Moon Park, West
Coast Berbice
200. Wallerson, Linden &
Ramnarine, Rickey 115 - 4th Avenue Bartica
201. Walker, Felix 48 William Street, Campbellville
202. Woolford, Leslie 41 Russel Street, Georgetown
203. Williams, Joan 61 Durban Street, Lodge
204. Williams, Cheryl 61 Durban Street, Lodge
205. Williams, Joseph 78 Hadfield and Breda Streets,
Georgetown

Y

206. Yansen, Ian & Daniels, Victor

125 Light Street & Fourth Streets,
Albertain

GUYANA

1. Romanex (Guyana) Ltd.
117 Cowan Street
Kingston, Georgetown.
Phone: 592-2-58381; 592-2-66275
Fax: 592-2-53526
Local Contact: Mr. Maurice Hamilton
Canadian Contact: Mr. J. Michael Kenyon, M.Sc. P.Geol.
President & Director
Sutton Resources Ltd.
205-10711 Cambie Road
Richmond, British Columbia V6X 3G5
Phone: 604-276-2576
Fax: 604-278-8837

Involved in gold exploration- to be completed by end of 1995.

2. Canarc Guyana Resources
Eping Avenue
Bel Air Park, Georgetown.
Phone: 592-2-59084
Fax: 592-2-59085
Local Contact: Mr. William Yeomans
Canadian Contact: Mr. Christian C. Mariott, P.Geo.
Exploration Manager
Canarc Resource Corpn.
Suite 800- 850 West Hastings Street
Vancouver, British Columbia V6c 1E1
Phone: 604-685-9700
Fax: 604-685-9744

Gold exploration with local company- Roraima Mining Co. Ltd.

3. Interterra Menex Outfitters
1st Floor 343 Middle Street
Georgetown.
Phone: 592-2-50342
Local Contact: Mr. Victor Wilson
Operations Manager
Canadian Contact: Mr. Carlton Gibson
Director
Interterra Project Outfitters
50- 10551 Shellbridge Way
Richmond, B. C.
Phone: 604-278-2044
Fax: 604-278-4499

Gold exploration contractors.

4. Caribbean Mining
Development & Investment Co. Ltd.
(COMDICO)
85 Premirajan Place
Prashad Nagar

Georgetown.

Phone: 592-2-77819

Fax: 592-2-78271

Local Contact: Mr. Bayah Joachim

Canadian Contact: Mr. John Campbell

Western Premium

10th Floor 900 West Hastings Street

Vancouver, B.C. V6C 2B3

Phone: 604-688-8042

Fax: 604-684-9959

Involved in exploration and development. Invested about US\$750,000 to date.

5. Golden Star Resources Ltd.

37 High Street

Kingston, Georgetown.

Phone: 592-2-64989

Fax: 592-2-58735

Local Contact: Mr. Hilbert Shields MSC

Vice President & Manager

6. Cathedral Gold Corp.

420-355 Burrard Street

Vancouver, B.C. V6C 2G8

Phone: 604-684-4659

Fax: 604-687-4030

Canadian Contact: Mr. R. Michael Jones

President, C.E.O.

Involved in gold exploration

7. Exall Resources Ltd.

65 David Street

Kitty, Georgetown.

Phone: 592-2-72723

Fax: 592-2-74493

Local Contact: Mr. Fred Sparrock

Canadian Contact: Mr.

8 King Street East

Suite 1705

Toronto, Ontario M5C 1B5

In the process of setting up diamond mining plant. Should begin operations by the end of this year.

8. KWG Resources Inc.

630 Rene Lenese West

Suite 3200, Montreal.

9. Oratop Devp. Int'l

1001 Ray Steul, Suite 1809

Toronto, Ontario.

10. Adex Mining Corp

P.O. Box 204

Suite 1107 Scotia Plaza

40 King Street, W.
Toronto. M5H 3Y2

11. Altai Resources Inc.

65 David Street
Kitty, Georgetown.
Phone: 592-2-72723
Fax: 592-2-74493

Local Contact: Mr. Fred Sparrock

Canadian Contact: Mr. Niyazi Kacira Ph.D. P.Eng.MBA.
President

P.O. Box 10294
100 Wellington Street West
Commercial Union Tower
Toronto, Dominion Centre
Toronto, Ontario M5K 1J5.

Company has applied for properties. Should start gold e
exploration sometime in September, 1995.

12. Guyana Granite Products Ltd.

Teperu/Itabu Quarries
Phone: 592-2-62644

Local Contact: Mr. Hardy L. Madsen, Manager

Canadian Contact: Mr. George D. L. Ferguson
President

Edgeworth Construction Int'l Ltd.
100 Commerce 1, 260 Harvey Avenue
Kelowna, B.C. V1Y 7S5
Phone: 604-763-2902
Fax: 604-763-5578

GGPL is a 50/50 joint venture between the government of Guyana and Edgeworth to operate the Teperu/Itabu quarries with investment of over Cdn\$8m within the first 5 years of operations. The plant was recently commissioned.

ANNEX G: SYLLABUS OF COMPANIES

ANNEXE G: SYLLABUS DES COMPAGNIES

A.T.S. Electro-Lube International Inc.
Acme Analytical Laboratories Ltd.
AGRA Earth and Environment
Allis Mineral Systems
Assayers Corporation Inc.
Bradley W. M. Manufacture
C. F. Gleeson & Associates Ltd.
Chemex Labs Ltd.
Columbia Chrome Industries Ltd.
Corrigan Instrumentation Ltd.
Dimatec Inc.
EHA Engineering Ltd.
Exactra
Excalibur International Consultants Ltd.
Fab-Rite Services Ltd.
Falcon Concentrators Inc.
Frontier Equipment Ltd.
Gemcom Services Inc.
Geonex Aerodat Inc.
Geoterrex
Golden Hill Ventures Ltd.
Golder Associates Ltd.
Groupe Laperrière & Verreault Ontario Inc.
HBT AGRA Ltd.
Harnischfeger Corporation of Canada Ltd.
Hobic Bit Industries Corporation
Hy-G Manufacturing Inc.
Ingersoll-Dresser Pump Canada Inc.
J. Kaehne & Associates Ltd.
JKS Boyles Inc.
John T. Hepburn Ltd.
Kamloops Precision Machining Ltd.
Kilborn Engineering Pacific Ltd.
Kretschmar International Geoscience Corp
Krupp Canada Inc.
Lakefield Research
Longyear Canada Inc.
Lynx Geosystems Inc.
Met-Chem Canada Inc.
Miller Technology Inc.
National Compressed Air Canada Ltd.
Nautilus Int'l Control & Engineering Ltd.
Nelson Machinery & Equipment Ltd.
New Era Engineering Corp.
Pajari Instruments Ltd.
Pearson, Hofman & Associates Ltd.
Phoenix Piston Hydraulics Inc.
Q. M. Industries Ltd.
Quantec Consulting Inc.
Rahnmet '92
R. E. G. Mining Parts & Equipment Co. Ltd
Roscoe Postle Associates Inc.
RST Instruments
Scandinavian Grinding Mill Systems Inc.
Schneider Canada Inc.
Smart Turner
Staticon Ltd.
Stephens-Adamson Canada
Surrette Battery Company Ltd.
T. M. Engineering Ltd.
Teledyne Canada Mining Products
Walter Dow Associates Ltd.
Westcoast Drilling Supplies Ltd.
Wilson Machine Company Ltd.

A.T.S. Electro-Lube International Inc.

Export Contact	Equipment/Services
<p>Mr. Roxanne Orlitzky Export Contact</p> <p>21 - 7228 Progress Way Delta, BC V4G 1H2</p> <p>Tel: 604-946-1308 Fax: 604-946-0427</p>	<p>GENERAL</p> <p>Vehicle Components Bearing lubricant</p>

Company/Product

A.T.S. Electro-Lube International Inc. is a manufacturing company based in Delta, British Columbia. A.T.S. manufactures the patented "Electro-Luber" lubricant dispensers for industrial bearings. "Electro-Luber" lubricant dispensers are completely self contained, fully automatic units which dispense lubricant at a rate which is specified by the end-user. "Electro-Luber" dispensers are a safe, cost effective method of dispensing lubricant to lubrication points.

The Electro-Luber dispensers are designed to work in temperatures ranging from - 40C to 55C. The Electro-Luber is available in two sizes, the 125cc Mini-Luber and the 475cc Jumbo-Luber. The unit is the ideal method of reaching hard to get at or dangerous places and provides continuous application of lubrication. Its continuous lubrication seals out contaminants and flushes away wear material and oxidized lubricant while providing a replenishing supply of fresh lubricant to protect moving parts.

The standards met by the product include:

Canada:	CIA, Intrinsically Safe, Hazardous Locations
USA:	UL, Hazardous Locations
European Std:	EN50 014 EN50 020
France:	INERIS, EEX IA I
Germany:	EEx ib I, Certificate of Conformity BVS
Australia:	MDA Exia, Explosion Protected, Intrinsically Safe

Since 1982 A.T.S. has developed an international network of distributors and commissioned sales personnel in over forty countries world-wide. A.T.S. is a rapidly expanding company with sales in excess of 6 million dollars in 1993. Export sales accounted for approximately 85% of this total revenue. A.T.S. Electro-Lube International Inc. would like to extend this network of customers, distributors and commissioned sales representatives. Any companies or individuals involved in plant maintenance or the lubrication of industrial bearings would be of interest.

Geographic Marketing Activity				Alliances/Contacts Sought
<u>Active</u>		<u>Interested</u>		
Caribbean Central America North America Pacific Southern Africa	South America South Asia South East Asia Western Europe	Abu Dhabi Bahrain Czech Republic Egypt Hungary	Iran Iraq Poland Russia Former Yugoslavia	Agents Distributers

Acme Analytical Laboratories Ltd.

Export Contact

Mr. Dean Toyé
President

852 E. Hastings St.
Vancouver, BC
V6A 1R6

Tel: 604-253-3158

Fax: 604-253-1716

Equipment/Services

EXPLORATION

Assaying Services
Geological Surveying Services

MINERAL PROCESSING

Assaying and Sampling Services

Company/Product

Acme Analytical Labs has proudly been in the analytical field since 1971, serving all types of geologists and mining/exploration companies. The firm's singular goal is to provide accurate analysis alongside quality service.

Acme has the instruments, knowledge and computer technology to provide its clients with accurate and quick service. To meet clients' analytical requirements, Acme has, in house: 8 ICP Emission Spectrometer units for geochemical analysis and multi-element assays; 9 Atomic Absorption (AA) Spectrometers for geochem gold; 2 AAs for cold vapour mercury analysis; 8 fire assay furnaces for precious metal analysis; and a Leco Induction furnace for simultaneous determination of sulphur and carbon. The firm is capable of handling 5000 samples a day.

Acme's qualified personnel are dedicated to the pursuit of excellence; the firm has been commended internationally for its services throughout the industry.

The firm can provide results via mail, fax, modem and diskette. Its 24-hour modem system allows its clients to obtain their data instantly anytime, anywhere throughout the world.

Acme's prices are very competitive as it wishes to pass on as much savings to its clients as possible.

In addition to its Vancouver Laboratory, Acme now offers services in Santiago, Chile for the expanding mining industry in South America. For potential clients located in South America, Gerald Hayes, the lab manager in Santiago, will be pleased to discuss analytical needs.

Geographic Marketing Activity

Active

Argentina
Australia
Chile
Czechoslovakia
Denmark
Germany
Norway

Interested

Peru
Sweden
Taiwan
Venezuela
United Kingdom
United States
Yugoslavia

Worldwide

Alliances/Contacts Sought

Joint Ventures

AGRA Earth and Environment

Export Contact	Equipment/Services	
<p>Mr. John Sparling Principal Consultant</p> <p>2233 Argentia Rd. Mississauga, ON L5N 2X7</p> <p>Tel: 905-858-3333 Fax: 905-858-8013</p>	<p>ENVIRONMENTAL</p> <p>Control Equipment & Services Mine Closure Services Monitoring Equipment & Services Remediation Equipment & Services</p> <p>EXPLORATION</p> <p>Feasibility Studies Geological Surveying Services</p>	<p>MINERAL PROCESSING</p> <p>Metallurgical Engineering Process design and improvement Plant design</p> <p>SURFACE MINING</p> <p>Mining Engineering</p> <p>UNDERGROUND MINING</p> <p>Development Mining engineering services</p>

Company/Product

AGRA Industries Limited (AGRA) is one of Canada's largest engineering and environmental consulting firms, employing over 5,000 people in more than 140 offices in Canada, the United States, the Caribbean, Europe, Russia, South America, Africa, Asia, and Southeast Asia. Founded more than 30 years ago, AGRA has annual revenues of approximately \$600 million and is a publicly held company whose shares are traded on the Toronto and Montreal Stock Exchanges.

AGRA Earth and Environmental (AGRA E and E) is dedicated to being a recognized provider of superior environmental and engineering services aimed at enhancing its clients' competitive, financial, regulatory, and technical divisions. Among other areas, AGRA E and E provides advice in: environmental impact assessment and baseline studies; environmental audits of industrial, commercial, and institutional facilities and their operations; assessment and compliance monitoring of industrial emissions to air and water; and development and implementation of remediation, reclamation, and decommissioning plans for industrial facilities and affected environments.

AGRA is also committed both in Canada and overseas to long term protection of the environment through principles of sustainable development, habitat conservation, and hazard reduction strategies. Overseas, AGRA assists government officials and scientists in technology transfer, training programs, and in the effective strengthening of environmental infrastructure, monitoring, and enforcement requirements.

Geographic Marketing Activity		Alliances/Contacts Sought
<u>Active</u>	<u>Interested</u>	
Argentina Barbados Bermuda Bolivia Cayman Islands Chile China Columbia Czech Republic Dominican Republic Ecuador Grenada India	Iran Japan Korea, South Malaysia Mexico Philippines Russia Singapore Tanzania Thailand Trinidad-Tobago United States United Kingdom Venezuela	Contractors Direct Sales Joint Ventures Partnerships

Allis Mineral Systems

Export Contact

Beny See Hoye
Manager, Marketing

16777 Hymus Blvd.
Kirkland, QU
H9H 3L4

Tel: 514-694-9400
Fax: 514-694-9413

Equipment/Services

BULK MATERIALS HANDLING

Crushers

Cone & gyratory
Control systems
Hammer mills
In-pit
Jaw crushers
Mobile crusher units
Roll crushers

MINERAL PROCESSING

Grinders

Autogenous, semi-autogenous
Impact mills
Mill linings & access.

Kilns & Dryers

Screening & Sizing

Screen docks, metal
Screen docks, polyurethane &
rubber

Screening machines

Wear parts & access.

Company/Product

Allis Mineral Systems, a division of Svedala Industries Canada Inc., (a subsidiary of Svedala Industri AB, Sweden) formerly operated and exported under the names of Allis Chalmers Canada Inc. and Boliden Allis Canada.

With over 100 years of experience, superior engineering and technical expertise complemented with constant research and development, Svedala Industries Canada provides services and equipment to projects in Canada and throughout the world.

Products supplied by Allis Mineral Systems include crushing and screening equipment (gyratory crushers, cone crushers, vertical shaft impact crushers, jaw crushers, vibrating screens), grinding equipment (SAG mills, vertically stirred mills, ball rod and pebble mills, vibrating ball mills), and pyro systems (rotary kilns, conditioning drums, rotary dryers, solid waste handling).

Other products within the Svedala Group in Canada include Denver-Sala pumps and process equipment, Stephens-Adamson bulk material handling products, and Trellex wear-resistant rubber products for the process industry.

Allis Mineral Systems Canada has exported equipment worldwide, including China, India, the Philippines, Korea, Ireland, Peru, Chile and Guyana.

Allis Mineral Systems would like to establish contact with mining companies and engineering, metallurgical, and pulp and paper consultants involved in development of new projects who would benefit from the various process operations that Allis can provide.

Geographic Marketing Activity

Active

Chile
China
Guyana
India
Ireland
Korea, South
Papua New Guinea
Philippines

Interested

Argentina
Hong Kong
Peru
Russia
Venezuela

Alliances/Contacts Sought

Contractors

Direct Sales

Assayers Corporation Inc.

Export Contact

Mr. Eric Xiao
Controller

1301 Fewster Drive
Mississauga, ON
L4W 1A2

Tel: 905-602-8236

Fax: 905-602-8239

Equipment/Services

EXPLORATION

Assaying Services

MINERAL PROCESSING

Assaying and Sampling Services

Company/Product

Assayers Corporation Inc. (ACI) is one of the largest companies in the assaying industry. The company consists of seven operating divisions conveniently located to serve a broad range of exploration and production mining sites in Canada, the western U.S., and South America.

All seven divisions of ACI have long established excellent reputations in the mining and exploration industry. These are:

Min-En Laboratories	North Vancouver,	B.C.,	founded in 1972
TSL Laboratories	Saskatoon,	Saskatchewan,	founded in 1981
Swastika Laboratories	Swastika,	Ontario,	founded in 1928
Laboratories Assayers	Rouyn-Noranda,	Quebec,	founded in 1937
Technical Services Labs.	Mississauga,	Ontario,	founded in 1948
Assayers Laboratories	Elko,	Nevada,	founded in 1975
Min-En Labs de Venezuela	Tumeremo,	Venezuela,	founded in 1993

Continuous growth and maintenance of an emphasis on high quality results and efficient turnaround, makes ACI confident that its reputation of supplying "Assaying as good as gold" will continue to reflect its service philosophy.

ACI prides itself on being the leader of advanced technology application in the industry. It has capitalized on the technical strength of its people in chemistry, geochemistry, and computer science to provide more services at less cost to clients.

The following is a summary of services provided by the company:

Sample Presentation:	Customized preparation; Pulp and metallic method; Bulk sample handling
Traditional Assay Services:	Fire assay for precious metals; Classical wet chemical; Geochemical scans; Atomic absorption;
Special Assay Services:	Check assays; Control or shipment assays; umpire assays;
ICP Related Analysis:	Multi-element scans; Geochem scans; Whole rock analysis; Water scans; Ferrous and non-ferrous alloy analysis;
Sellers/Buyers Representation:	Supervision for the weighing and sampling of ore concentrates and witnessing the unpacking, weighing, melting, re-weighing and sampling of mine gold bars.

Geographic Marketing Activity

Active

Mexico
Peru
United States
Venezuela

Interested

China, People's Republic
South America

Alliances/Contacts Sought

Joint Ventures

Bradley W.M. Manufacture

Export Contact

Mr. Richard Poliquin
Marketing Manager

270 Industrial Blvd.
C.P. 1300
Rouyn-Noranda, QU
J9X 6E4

Tel: 819-797-1771
Fax: 819-797-9289

Equipment/Services

EXPLORATION

Drilling Equipment

Company/Product

Bradley W.M. Manufacture is a private Canadian company which was incorporated in 1974. The manufacturing facilities are situated in Rouyn-Noranda, Quebec. Four other sales offices are located in Val d'Or, Quebec, Timmins, Ontario, Sudbury, Ontario and Delta, British Columbia. An affiliated company, Bradley Manufacturing (U.S.A.) Inc. of Salt Lake City, Utah also distributes the firm's products in the United States. The company makes a constant effort to apply all the technological developments that affect the diamond drilling industry to its products. Moreover, research and development activities for certain items of its product line place the company at the forefront of the industry.

Bradley W.M. Manufacture offers a wide range of diamond drilling products that are used in mining exploration programs. The company manufactures and/or distributes the complete line of "down-the-hole" equipment used in the industry.

The company has substantial export activities with the United States, South America, Southeast Asia, Australia and Western Europe. Its export sales network is based on the presence of agents and distributors in several key areas throughout the world.

The markets mentioned above still have great potential which Bradley intends to develop. The company is also exploring the market possibilities in Mexico, Central America and the Far East countries. Bradley would like to work with local agents to develop these markets as it did in the areas in which it is already deeply involved.

Geographic Marketing Activity

Active

Australia	Ireland
Belgium &	Jamaica
Luxembourg	Mali
Burundi	Mexico
Chile	Panama
Cyprus	Peru
France	Thailand
Germany	Tunisia
Greece	United Kingdom
Guatemala	United States
Guyana	Venezuela
Iceland	Zimbabwe
Indonesia	

Interested

Algeria	Iran
Bolivia	Malaysia
Brazil	Morocco
China	Philippines
Colombia	Singapore
Ecuador	South Africa
Honduras	Surinam
India	Zambia

Alliances/Contacts Sought

Agents
Distributors

C.F. Gleeson & Associates Ltd.

Export Contact

Dr. C.F. Gleeson
President

P.O. Box 10
Lakeshore Dr.
Iroquois, ON
K0E 1K0

Tel: 613-652-4594

Fax: 613-652-1223

Equipment/Services

EXPLORATION

Geochemical Surveying Services
Geological Surveying Services

Company/Product

C.F. Gleeson & Associates Ltd. was incorporated under federal charter in 1970. The firm's chief function is to provide consulting, research and management services in mineral exploration to government and industry.

The company has carried out extensive geochemical-geological exploration work throughout Canada for many mining companies as well as for the federal and provincial governments. Particular efforts have been concentrated in the Cordillera (British Columbia and Yukon Territory), the Appalachians (the Gaspé, Eastern Townships, and Maritimes), and the Precambrian Shield (Ontario, Quebec, Saskatchewan, and Manitoba). C.F. Gleeson has worked on many commodities, including base and precious metals, uranium, molybdenum, tungsten, diamonds and tin.

The company has been in the forefront of technical developments in regional geochemical surveys and particularly in developing and testing new geochemical methods applicable to glaciated terrains. Dr. Gleeson developed an overburden till sampling technique that has proven to be an invaluable geochemical exploration aid in areas of thick glacial cover. Mineral exploration programs involving a variety geochemical methods have been carried out successfully in tropical (Malaysia, Jamaica) and arid (Niger, Guinea, Saudi Arabia, Zambia, Burkina Faso and Algeria) environments.

C.F. Gleeson and Associates has consulted on and managed a multitude of mineral exploration programs in North America, Europe, Africa, South America and Asia. The list of the company's clients is extensive and includes Lac Minerals, The World Bank, Soquem, Inco, Chevron, Digitech, and Cominco, to mention a few.

Geographic Marketing Activity

Active

Argentina	Finland	Mexico	Sweden
Australia	Ghana	Mongolia	Tanzania
Botswana	Greece	Niger	Thailand
Brazil	Guatemala	Norway	United States
Bulgaria	Guyana	Portugal	Venezuela
Burkina Faso	India	Puerto Rico	Western Sahara
Cameroon	Indonesia	Russia	Yemen
Costa Rica	Ireland	Saudi Arabia	Zambia
Cuba	Jamaica	South Africa	Zimbabwe
El Salvador	Malaysia	Spain	

Alliances/Contacts Sought

Chemex Labs Ltd.

Export Contact	Equipment/Services	
<p>Mr. Lloyd Twaites Director, Marketing</p> <p>212 Brooksbank Ave. North Vancouver, BC V7J 2C1</p> <p>Tel: 604-984-0221 Fax: 604-984-0218</p>	<p>ENVIRONMENTAL</p> <p>Control Services</p> <p>EXPLORATION</p> <p>Assaying Equipment & Services</p>	<p>MINERAL PROCESSING</p> <p>Assaying & Sampling Services</p>

Company/Product

Founded in Vancouver, Canada over 25 years ago, Chemex has grown to be a world leader in assay and geochemical analytical services. With facilities throughout North America and a new laboratory in Asia, the company is well positioned to serve an international roster of clients.

While serving many industries, Chemex is primarily involved in providing the mining and exploration industry with assay and geochemical analytical services. The firm's ability to assess and certify the true economic worth of mining deposits, anywhere in the world, has proven to be a valuable asset for companies seeking international financing for mine development.

The firm's reputation for superior analyses derives from a number of interrelated factors. Advanced technologies, outstanding quality assurance, great customer support, and especially experienced, dedicated personnel – from senior management to technical specialists in every Chemex laboratory.

Chemex analyses have helped to develop mine sites and geological prospects throughout North America and in many locations around the globe. Chemex has assayed nickel laterite deposits from Burundi, assessed rare earth element prospects in Kenya, and routinely performs umpire assays on copper concentrate from Chile. Depending on the needs of a project, Chemex may provide contract personnel or on-site training for client staff.

In addition to assay and geochemical work, Chemex today is alive in coal and commodities analyses, environmental testing, and cargo shipment verification. The firm also offers consulting and custom services, including the design and development of laboratory facilities in remote areas.

Geographic Marketing Activity				Alliances/Contacts Sought
<u>Active</u>		<u>Interested</u>		
<p>Chile</p> <p>Costa Rica</p> <p>Cuba</p> <p>Mexico</p> <p>Panama</p>	<p>Papua New Guinea</p> <p>Thailand</p> <p>Venezuela</p> <p>United States</p>	<p>China</p> <p>Greenland</p> <p>Honduras</p> <p>Ireland</p> <p>Jamaica</p> <p>Kazakhstan</p> <p>Kirgizistan</p>	<p>Laos</p> <p>Malaysia</p> <p>Oman</p> <p>South America</p> <p>Spain</p> <p>Turkey</p> <p>Vietnam</p>	<p>Agents</p>

Columbia Chrome Industries Ltd.

Export Contact

Mr. Deryol Andrews
President

9701 - 201st St.
Langley, BC
V3A 4P8

Tel: 604-888-7311
Fax: 604-888-5641

Equipment/Services

GENERAL

Vehicle Components
Suspension units

Company/Product

Columbia Chrome Industries Ltd. (CCIL) is a British Columbia-based company which has been in the hydraulic cylinder remanufacturing business for over 25 years. The company was one of the first companies to offer worldwide one-stop shopping service to heavy equipment users by combining the chrome plating, disassembly/assembly, honing, polishing, machining and welding trades under one roof. This service offers cost, time, and quality advantages.

In North America, the concept of hydraulic component rebuilding is well established mainly as a result of the growth of CCIL. The firm's main customers come from the mining, forestry, transportation and construction industries. Major Canadian mines such as Highland Valley Copper, Westar, Fording, Quintette, and many others are among CCIL's satisfied customers.

CCIL has 21 facilities worldwide including joint ventures in Malaysia, Thailand, Indonesia, Papua New Guinea, India, and Colombia. The firm has had direct sales of turnkey hard chrome plants in Chile and Colombia.

Geographic Marketing Activity

Active

Australia
Colombia
Indonesia
Malaysia
Papua New
Guinea
Thailand
United States

Interested

Abu Dhabi
Argentina
Brazil
Chile
Costa Rica
Ecuador
Former
Yugoslavia
Guyana
India
Iraq
Ireland
Italy
Kuwait
Mexico
Oman
Peru
Poland
Russia
South Africa
Turkey
United Arab
Emirates
Venezuela
Yemen

Alliances/Contacts Sought

Joint Ventures

Corrigan Instrumentation Ltd.

Export Contact	Equipment/Services	
<p>Mr. Stephen Young Sales Engineer</p> <p>59 Sinclair Ave. Georgetown, ON L7G 4X4</p> <p>Tel: 905-873-0668 Fax: 905-877-4191</p>	<p>BULK MATERIALS HANDLING</p> <p>Conveyors Belt Cleaners (Metal Detector)</p> <p>ENVIRONMENTAL</p> <p>Monitoring Equipment</p>	<p>EXPLORATION</p> <p>Assaying Equipment</p> <p>MINERAL PROCESSING</p> <p>Assaying and Sampling Equipment Metal Detectors</p>

Company/Product

Corrigan Instrumentation Ltd. is a privately owned Canadian manufacturer of equipment for industrial measurement and quality control. In addition, Corrigan is Canada's leading manufacturer of security screening x-ray and metal detector systems.

- Metal Detection** Tramp Metal Detectors for use on conveyors in materials handling and industrial processes, to ensure quality of product and to protect equipment from damage.
 - Analyzers** Satmagan (for SATuration MAGnetic Analyzer) measures the percentage of magnetic material in a sample. It is frequently used in mining and smelting operations to measure iron content in process samples.
- Cyancor free cyanide analyzer for the gold mining industry is an on-line process control instrument that continually measures the free cyanide in the gold recovery process. This results in a substantial saving in the cost of cyanide, as well as environmental improvements in the mine tailings.

Corrigan Instrumentation Ltd. currently markets its products from its location in Georgetown, Ontario, either directly to customers or through agents and distributors in some countries. Corrigan is seeking to expand its network of representative agents (particularly in the USA and South America) with individuals possessing experience and contacts in the mining and bulk materials industries.

Geographic Marketing Activity		Alliances/Contacts Sought
<p style="text-align: center;"><u>Active</u></p> <p>Australia Belgium and Luxembourg Chile Finland France India</p>	<p style="text-align: center;"><u>Interested</u></p> <p>Mexico Peru Philippines South Africa Sweden United States</p>	<p style="text-align: center;">Agents Distributors</p>

Dimatec Inc.

Export Contact	Equipment/Services	
<p>Mr. Ivor Perry President & General Manager</p> <p>180 Cree Cres. Winnipeg, MB R3J 3W1</p> <p>Tel: 204-832-2828 Fax: 204-832-4268</p>	<p>EXPLORATION</p> <p>Drilling Equipment</p>	<p>UNDERGROUND MINING</p> <p>Drill Consumables Drill bits Drill steel, rods, couplings, etc.</p>

Company/Product

Dimatec Inc. is a private Canadian company which was incorporated in January 1988. Dimatec Inc. is centrally located in Winnipeg, Manitoba, Canada to service Canadian, U.S. and international customers. Dimatec Inc. offers high quality diamond drilling tools and drilling supplies to the exploration/mining industries. Products include impregnated and surface set coring bits, casing shoes, reamer shells, core barrel parts, and specialty drill rods.

Dimatec's operations are organized as a diamond products manufacturing unit and a machining services division. Dimatec Inc. is absolutely committed to the notion that customer service must be top priority. To ensure the customer receives "on-time" quality products, Dimatec has developed a Quality System that conforms to ISO 9002 (Registered August 26, 1992). Dimatec impregnated diamond core bits are manufactured with carefully selected grades of high quality synthetic diamond and metal powders. These materials are accurately blended together to provide a uniform distribution of diamond throughout the matrix to maintain a constant rate of penetration and bit load throughout the tool life.

Dimatec Inc. has implemented a simple, effective matrix selection system for diamond impregnated core bits. This is based on the "MOHS" rock hardness scale. Dimatec's number coding system corresponds with the hardness of the formation being drilled.

Dimatec is continuously conducting research and development in actual field evaluations and with an in-house reduced scale core drill which allows simulation of the drilling process with actual core samples provided from the job site.

Dimatec's products are presently being supplied to various parts of Canada, U.S.A., Mexico, Central America, South America, and Europe with good success.

Geographic Marketing Activity		Alliances/Contacts Sought
<u>Active</u>	<u>Interested</u>	
<p>Columbia Costa Rica Greece Honduras Indonesia</p>	<p>Singapore Surinam United Kingdom United States</p>	<p>Distributors</p>

EHA Engineering Ltd.

Export Contact

Mr. Al S. Hayden
President

P.O. Box 2711
Station "B"
Toronto, ON
L4E 1A7

Tel: 416-460-3048

Fax: not available

Equipment/Services

EXPLORATION

Feasibility Studies

MINERAL PROCESSING

Assayers and Sampling Services

Metallurgical Engineering

Process design & improvement

Plant design

Company/Product

EHA Engineering Ltd. (EHA) is a private Canadian firm of professional metallurgical engineers offering consulting services in the fields of mineral processing and hydrometallurgy. The company was formed as a partnership in November 1985 and was incorporated in January of 1990. Through associated firms, EHA can also offer geological and sampling services, and metallurgical testwork capability.

EHA offers a full range of services in the above fields. Experience includes the processing of ores and materials for the recovery of arsenic, beryllium, cobalt, copper, diamonds, gold, graphite, lead, magnesium, molybdenum, nickel, platinum/palladium, rhenium, silver, strontium, tungsten, uranium, vanadium and zinc. The following summary outlines the types of activities undertaken:

Process Development Services are offered in the area of process development, including the management and supervision of metallurgical testwork programs and the development of comprehensive process design criteria.

Feasibility Studies EHA conduct the surface and metallurgical portions of pre-feasibility/feasibility studies. Capital cost estimates can be performed to pre-feasibility or feasibility standards. A proprietary computer-based cost estimating system is used. In cooperation with associated firms and other specialists, complete pre-feasibility or feasibility studies can be undertaken.

Technical Evaluations EHA engineers conduct detailed technical and economic evaluations of new or competing processes and/or equipment, and extensive related information is maintained on file.

Project Audits Technical and cost audits of existing operations are performed on behalf of owners, prospective purchasers/investors or financial institutions.

EHA has worked and is currently working on projects in South America. Experience has also been gained on earlier projects in Australia, Europe and Africa. Contact is sought with mining/metallurgical companies engaged in the development/improvement of new hydrometallurgical/milling projects where process design, project control or research assistance is required.

Geographic Marketing Activity

Active

Guyana

Interested

Worldwide

Alliances/Contacts Sought

Clients

Exactra

Export Contact

Mr. Maurice Robitaille
President

74 Ashbrook Way
Brampton, ON
L6Y 4R3

Tel: 905-456-0218

Fax: 905-456-3452

Equipment/Services

GENERAL

Vehicle Components
Tire inflating products

Company/Product

Exactra is a family owned organization that was established in 1989, in Brampton, Ontario. The operation consists of a plant located in Mississauga, Ontario and a sales and marketing office in Brampton. Exactra management offers thirty-six years of hands-on experience in the mining and construction sectors.

Specializing in large bore and super large bore applications, Exactra manufactures its products to T.R.A. standards to be fully compatible with the other major manufacturers. In addition to offering a complete line of high quality tire valves and inflating devices, Exactra has the ability to custom manufacture to specific requirements. Exactra presently supplies to the O.E.M. and replacement markets in Canada, the U.S.A., and Australia.

Exactra also offers complete consulting services to mining and construction operations in which it has thirty-six years experience.

Exactra would like to establish a distributor network in various countries, particularly where mining activities are present. Exactra has the ability to communicate in English, French, and Spanish.

Geographic Marketing Activity

Active

Australia
United States

Interested

Argentina	Indonesia
Brazil	Japan
Chile	Mexico
China	Peru
Columbia	Puerto Rico
Costa Rica	Russia
French Guiana	South Africa
Guyana	United Kingdom
India	Venezuela

Alliances/Contacts Sought

Agents
Distributors

Excalibur International Consultants Ltd.

Export Contact

J.B. Boniwell
President

10 Hurontario St.
Mississauga, ON
L5G-3G7

Tel: 905-271-1043

Fax: 905-271-7259

Equipment/Services

EXPLORATION

Data Interpretation Services
Exploration Software
Data processing products
Geophysical Surveying Services

Company/Product

Excalibur International Consultants is a firm of consulting geophysicists operating largely in the realm of mineral exploration, most specifically for metals and industrial minerals. The firm is also extending its services into site engineering and environmental measuring and monitoring surveys. Its experience is lengthy and worldwide in scope.

The group particularly offers independent opinion, notably with respect to survey design, operational supervision, and management and the interpretation of data. It has made a specialty of reconciling geophysics to geology and offering ideas about mineral control and probability of occurrence. As a result, it has an above-average track record for discovery of new mineral deposits.

Excalibur International is headquartered in Mississauga, Ontario and presently employs 3 people. A wholly owned subsidiary, Excalibur Geoscience International Inc., supplies data processing and plotting facilities, both to the parent company, and independently to the outside market. The two companies are physically close in location, and personnel often combine their skills when a geophysical input to a data handling project is required, or an interpretation of a given data set has been mandated.

Such combination of geophysical expertise and processing capabilities offers, in a rather unique way, a powerful ability to undertake interpretation of a wide range of situations in geology where outcrop control is minimal.

Geographic Marketing Activity

Active

Australia
Guyana
Tanzania
United Kingdom

Interested

Ghana
Malawi
Namibia
Sierra Leone
Yemen
Zimbabwe

Alliances/Contacts Sought

Fab-Rite Services Ltd.

Export Contact

Mr. Mike Kozinuk
General Manager

405 Slater Rd.
Cranbrook, BC
V1C 4Y5

Tel: 604-489-5328
Fax: 604-489-4215

Equipment/Services

BULK MATERIALS HANDLING

Drive Pulleys & Idlers

SURFACE MINING

Opencast & Open Pit Mining Excavators
Hydraulic excavators
Mining shovels, electric
Shovel Buckets, Blades, and Wear Parts

UNDERGROUND MINING

Underground Storage
Bunker conveyors
Chutes & chute control mechanisms

Company/Product

Fab-Rite Services Ltd. is a C.W.B. Div. 2.1 certified steel fabrication, machine, and installation company, servicing the forestry, mining and related industries throughout western Canada and northwestern U.S.A. With its fully equipped facility, consisting of welding machines, lathes, milling machines, shear, breaks, rolls, presses and specialized equipment, Fab-Rite Services Ltd. can service its customers totally in-house from the final design stage to completion of installation.

Fab-Rite Services Ltd. has a complete installation crew and equipment team consisting of management, millwrights, welders and fabricators. Along with its cranes, mobile welding trucks, and other support equipment it can supply a complete installation package.

Since its inception in 1981, Fab-Rite Services Ltd. has grown to today's capabilities by offering well built and installed products at competitive prices and by having compiled an experienced management and support team which ensures that valued customers receive the quality and service they expect.

Services:

Design	Installations	Mill Repairs
Fabrication	Machining	Welding
Hydraulic Rebuilds	Material Handling Cranes	

Products:

Blow Pipe	Cyclones	Manufacture and Supply of Industrial Plastics
Bumer Parts	Demag and Idler Parts	Roll Cases
Drives	Feeders	Rotary Hog
Chip Bins	Flat Backs	Structural Steel
Conveyors	Hydraulic Pumps	Support Structures
	Hydraulic Cylinders	Transfer Decks

Geographic Marketing Activity		Alliances/Contacts Sought
<u>Active</u>	<u>Interested</u>	Agents
Australia	Mexico	Distributors
United States	Nicaragua	Joint Ventures
	Panama	
	South America	

Falcon Concentrators Inc.

Export Contact	Equipment/Services	
<p>Mr. Steve McAlister President</p> <p>9807 - 196 A St. Langley, BC V3A 4P8</p> <p>Tel: 604-888-5568 Fax: 604-888-5282</p>	<p>EXPLORATION</p> <p>Feasibility Studies</p> <p>GENERAL</p> <p>Mine Management Consulting</p>	<p>MINERAL PROCESSING</p> <p>Assaying and Sampling Equipment Services</p> <p>Classification Centrifugal classifiers</p> <p>Filtration and Thickening Centrifuges</p> <p>Separation, Wet Centrifugal concentrators</p>

Company/Product

Development of the Falcon Concentrator was initiated in 1980 and the first commercial unit was commissioned in 1986. Since 1986, the Falcon company has continued to develop new machines for an ever-expanding process application base. Testing, maintenance and manufacturing facilities are located near Vancouver, British Columbia. The company is managed and operated by professional engineers, operations, and mechanical design personnel to provide unique hands-on support for the Falcon Concentrator.

The Falcon Concentrator separates materials based on differential specific gravity in a high gradient centrifugal field. Material is fed to the Falcon Concentrator in slurry form into a high speed rotor mechanism. The feed material migrates up the concentrating zone where the desired specific gravity concentrate is retained and the reject gangue travels out of the rotor and reports tailings. The concentrate is recovered from the rotor automatically, or manually, at predetermined intervals. The concentrate grade/recovery relationship, for a given feed type, can be modified by feed hydraulics, rotor geometry and the rate of concentrate collection. The patented design is simple: there are few moving parts which are easily accessed for preventative maintenance and the process surfaces are rubber covered for maximum wear resistance. Features include up to 300 G centrifugal feed, no process water added, and minimal operator attention.

Geographic Marketing Activity		Alliances/Contacts Sought
<p><u>Active</u></p> <p>Australia Ecuador Guyana Mexico Sweden Tadzhikistan United States</p>	<p><u>Interested</u></p> <p>Brazil China Indonesia Kazakhstan Malaysia Mongolia New Zealand Papua New Guinea Philippines Uzbekistan</p>	<p>Agents</p> <p>Distributors</p>

Frontier Equipment Ltd.

Export Contact	Equipment/Services	
<p>Terry Sumner Vice-President</p> <p>1 - 7504 Vantage Place Delta, BC V4G 1A5</p> <p>Tel: 604-946-5531 Fax: 604-946-8524</p>	<p>ENVIRONMENT</p> <p>Diesel Engine Exhaust Cleaners</p> <p>EXPLORATION</p> <p>Drilling Equipment</p> <p>GENERAL</p> <p>High Head Pumps Vehicle Components Diesel engines/powertrain components</p>	<p>UNDERGROUND MINING</p> <p>Electrical Equipment Motors & generators Power transmission equipment Production Drilling Drill rigs</p>

Company/Product

Frontier Equipment supplies core and auger drilling machinery to the exploration, geotechnical, mining and environmental industries. Additionally, Frontier designs and builds diesel, natural gas and biogas engine/generating systems from 200 kw to 2.5 Mw. Frontier specializes in high pressure pumping systems for mining and exploration. The firm is interested in exporting worldwide and has exported to the noted countries.

Geographic Marketing Activity		Alliances/Contacts Sought
<p><u>Active</u></p> <p>Chile French Guyana Mexico Peru Romania Saudi Arabia Venezuela</p>	<p><u>Interested</u></p> <p>Central America East Africa Europe Middle East North Africa Pacific South America South East Asia</p>	<p>Agents</p> <p>Contractors</p> <p>Distributors</p>

Gemcom Services Inc.

<p>Export Contact</p> <p>Mr. Peter J. Franklin President</p> <p>901 - 580 Hornby St. Vancouver, BC V6C 3B6</p> <p>Tel: 604-684-6550 Fax: 604-684-3541</p>	<p>Equipment/Services</p> <p>EXPLORATION</p> <p>Exploration Software</p> <p>GENERAL</p> <p>Software</p> <p>Process simulation Underground mine modelling</p>	<p>SURFACE MINING</p> <p>Monitoring & Control Pit design & simulation software</p>
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Company/Product

GEMCOM Services Inc. specializes in easy-to-use, practical PC-based software tools for the geological, exploration and mining industries. GEMCOM software is an accepted standard for all aspects of exploration, geological and mining computing, from the management of drillhole data to orebody modelling, mine planning and production control. GEMCOM offers a complete range of PC-based software systems for use in the earth resource industries. Designed with simplicity and practicality in mind, these systems provide exploration and mining professionals with time-saving tools that will help them to make informed decisions about their projects. Some of the GEMCOM software systems available include:

- PC-XPLOR > data analysis and management system for all exploratory/development information
- GEO-MODEL > an interactive graphics system for geometric and geological modelling of orebodies and surface topography
- GEM-SOLID > three dimensional solids modelling of orebodies and mine designs
- PC-MINE > designed for the evaluation of orebodies and for mine planning
- MINE-SURVEY > a mine survey and mapping application system

In the years since GEMCOM was formed, the company has grown into one of North America's foremost developers of computer software for the mineral industry, now boasting well over 1300 licenses in 44 countries around the world.

GEMCOM's market strategy is to market, promote and sell its earth resource products to the appropriate industries worldwide. To achieve this aim GEMCOM has identified seven main strategic regions for marketing. These are: (1) North America, (2) Australasia, (3) Spanish and South America, (4) Portuguese South America, (5) Europe (Scandinavia), (6) Southern Africa, and (7) South East Asia. With the exception of North America, GEMCOM is also involved in agency arrangements in order that the company continue expanding its market influence throughout the world. GEMCOM is interested in collaborating with chief engineers/geologists involved in exploration/mining endeavours, mine planners, surveyors and other professionals in need of effective time-saving software tools, and companies interested in agency opportunities within the earth resource industries.

Geographic Marketing Activity					Alliances
Active			Interested		
Argentina	Guyana	Peru	Angola	Mozambique	Agents
Australia	India	Philippines	Central & Eastern	New Caledonia	
Botswana	Iran	Portugal	Europe	Nicaragua	
Brazil	Ireland	South Africa	Columbia	Norway	
Burkina Faso	Jamaica	Spain	Cuba	Panama	
Chile	Indonesia	Surinam	El Salvador	Saudi Arabia	
China	Malaysia	Sweden	Former Soviet	Sierra Leone	
Costa Rica	Mauritania	Taiwan	Union	Thailand	
Dominican Rep.	Mexico	Tunisia	France	Turkey	
Ecuador	Namibia	United Kingdom	Greece	United Arab	
Fiji	Nepal	United States	Guatemala	Emirates	
Finland	New Zealand	Venezuela	Honduras	Uruguay	
French Guiana	Oman	Zaire	Israel	Vietnam	
Germany	Papua New	Zimbabwe	Italy	Yemen	
Ghana	Guinea		Laos	Zambia	

Geonex Aerodat Inc.

Export Contact

Mr. Mario Steiner
President

3883 Nashua Dr.
Mississauga, ON
L4V 1R3

Tel: 905-671-2446
Fax: 905-671-8160

Equipment/Services

EXPLORATION

Aerial Mapping Services
Data Interpretation Services
Exploration Software

Company/Product

Geonex Aerodat is an airborne survey company that specializes in geophysics. Geonex Aerodat currently operates up to 7 complete helicopterborne geophysical systems and has flown more than 500,000 line kilometres of helicopterborne EM in the past 4 years alone. In addition to the helicopter services, Geonex Aerodat operates up to 4 fixed-wing aeromagnetic/radiometric systems. Helicopterborne geophysical projects have been conducted for mineral exploration, engineering and environmental applications. The company has been charged with the task of locating objects as small as 5 gallon drums and as large as porphyry copper deposits and regional structural features. In addition to these targets, Geonex Aerodat has been actively involved in the Slave province, N.W.T. in the search for kimberlites. During the past field season alone, Geonex Aerodat has located over 40 kimberlite pipes for its clients.

Geonex Aerodat's helicopter geophysical services include 4 and 5-frequency HEM, magnetometer, radiometer VLF-EM and gamma-ray spectrometry. Since Geonex Aerodat has been traditionally able to operate all of its sensors simultaneously, surveys have rarely been carried out with one instrument type only.

As Geonex Aerodat has pioneered the use of electronic navigation systems for helicopter geophysics, it continues this commitment to positional excellence and have acquired numerous Global Navigation Systems that utilize satellite positioning techniques. Since 1988, Geonex Aerodat has flown airborne geophysical surveys using GPS as a navigation aid. With more satellites available, the operation window increases, enabling Geonex Aerodat to offer differential GPS positioning to all its clients.

Geonex Aerodat is well experienced in the processing of large data sets, and has recently completed recompilation, merging, and presentation of the entire Spanish airborne magnetic database. This project partially entailed re-digitization, extraction from raw digital tapes, flight path corrections, levelling and IGRF corrections. The entire project entailed reprocessing 95,500 line kilometres and included four different surveys.

Geonex Aerodat currently works through the world through its network of agents. Agents include:

Chile	Quantec Geofisica	Santiago
Brazil	Geomag S.A.	Sau Paulo
Venezuela	Geoexpert	Caracas
Spain	I.G.T.	Madrid
Saudi Arabia	International Agencies and Commerce Ltd.	Jiddah

Geographic Marketing Activity

Active

Aruba	Malaysia
Germany	Mexico
Ghana	South America
Indonesia	Spain
Iran	UnitedStates

Interested

Worldwide

Alliances/Contacts Sought

Agents

Geoterrex

Export Contact

Mr. J.D. Rowe
 Manager, Marketing

2060 Walkley Rd.
 Ottawa, ON
 K1G 3P5

Tel: 613-731-9571
 Fax: 613-731-0453

Equipment/Services

EXPLORATION

Aerial Mapping Services
 Geophysical Surveying Services
 (Airborne & Ground)

Company/Product

Geoterrex was founded in 1966 to provide high quality exploration geophysical services to the oil and mining industries. Since its inception, Geoterrex has specialized in airborne and ground geophysics using all methods applied to data acquisition, processing and interpretation.

As part of the CGG Group, Geoterrex is adequately prepared to supply ground and airborne survey crews around the world. Main offices are located in Ottawa (Canada), Sydney (Australia) and Paris (France), with representation through the CGG Group in Houston, Mexico, Quito, Buenos Aires, Rio de Janeiro, Caracas, London, Madrid, Port-Gentil, Cairo, Jiddah, Singapore, Jakarta, and elsewhere in the world.

Airborne Geophysics

As a world leader in airborne geophysics, Geoterrex specializes in the following techniques:

- Electromagnetics, utilizing GEOTEM[®], the most powerful time-domain system currently available
- High resolution aeromagnetics, using optically pumped cesium vapour magnetometers
- Spectrometry
- Software controlled digital data acquisition systems, designed in-house
- Integrated navigation systems for Doppler, GPS and various other radio navigation networks
- In-field quality control and data processing using microprocessing systems

Ground Geophysical Surveys

All types of ground geophysical methods are used on a routine basis for mining, oil and ground water exploration, civil engineering, and environmental surveys. These include TDEM for conductor mapping, specialized reflection and refraction seismics for gas reservoir studies, coal seam surveys, and potash deposit definition.

Processing and Interpretation

Data processing is performed using Geoterrex in-house developed software covering all methods. The Ottawa, Sydney and Paris processing centres are all equipped with identical facilities, with ample combined capacity to handle any size project.

Geographic Marketing Activity

Active

Australia	Greenland
Botswana	Mali
Burkina Faso	Namibia
Canary Islands	Niger
Cote D'Ivoire	South America
Cuba	United States
Gabon	Zimbabwe

Interested

Worldwide

Alliances/Contacts Sought

Joint Ventures

Golden Hill Ventures Ltd.

Export Contact

Mr. Jon Rudolph
President

30 Laberge Rd.
P.O. Box 4689
Whitehorse, YK
Y1A-3V7

Tel: 403-668-7807

Fax: 403-668-7762

Equipment/Services

ENVIRONMENT

Mine Closure Services
Tailings Dams

GENERAL

Mine Development
Mining Contracting

Company/Product

Golden Hills Ventures Ltd. is a private Canadian company incorporated in 1980. Its head office is located in Whitehorse, Yukon Territory, Canada. The company is a heavy equipment contractor involved in mining exploration, mine development, open pit mining, road construction, and water and sewer installations. The company has affiliate companies in Alaska (Spectrum International), the Caribbean (International Horizons), and South America (Constructora Horizont sur S.A.).

Golden Hills Ventures owns a large fleet of heavy earth moving equipment. The firm has completed many contracts for many major mining companies and engineering firms. These projects have included tailings dams, airports, mill site preparations, access roads, open pit stripping, and exploration work. Golden Hills has worked in extremely remote regions that required the use of Sikorsky helicopters and Hercules aircraft.

Golden Hills is currently involved in a major water and sewer installation in Belize, Central America. The company also has contracts in Venezuela at this time and is interested in obtaining contracts in any of the Central or South American countries.

Golden Hills is interested in any earthwork related projects from exploration trenching to open pit mining. The company is willing to joint venture with local companies in order to combine its experience and expertise with the knowledge of local contractors.

Geographic Marketing Activity

Active

Belize

Interested

Central America
China
Eastern Caribbean
Kazakhstan
Kirgizistan
Northern Caribbean
Papua New Guinea
Russia
South America
South East Asia
Southern Africa
Venezuela

Alliances/Contacts Sought

Contracts

Joint Ventures

Golder Associates Ltd.

Export Contact

Mr. Allan E. Moss
Principal

500 - 4260 Still Creek Dr.
Burnaby, BC
V5C 6C6

Tel: 604-298-6623

Fax: 604-298-5253

Equipment/Services

ENVIRONMENTAL

Control Services
Mine Closure Services
Monitoring Services
Remediation Services

EXPLORATION

Geological Surveying Services

SURFACE MINING

Mining Engineering

Company/Product

Golder Associates is an employee-owned international group of consulting companies providing comprehensive engineering services in the geotechnical field. Founded in 1960, the company has offices throughout the United States, Canada, Europe, the United Kingdom, and Australia. The worldwide staff exceeds 1,400 people including more than 700 geotechnical engineers, geologists and hydrogeologists. Golder Associates Ltd., (the Canadian company), maintains 16 offices across Canada and employs over 400 people. The network of offices and staff provide the benefit of local experience, supported by the skill, capability and experience of the international group when highly specialized services are required.

The principal fields of mining consulting include rock mechanics, mining, soil mechanics, foundation engineering, engineering geology, hydrogeology, surface hydrology, contaminant waste engineering, earthquake engineering, and mine closures.

Overall, the firm's complete areas of expertise include geotechnical engineering, materials engineering, environmental management, environmental restoration, environmental and socio-economic assessments, surface and underground mining geotechnics, surface and ground water management, waste management, project management, and quality assurance.

The scope of services is flexible and comprehensive, ranging from site reconnaissance and subsurface exploration, through data analysis and engineering design, to specification review and on-site quality assurance. Clients include national and international mining corporations, federal, provincial/state and municipal agencies, architects and consulting engineers, private businesses, and individuals. Golder Associates has the experience and techniques to provide cost-effective and innovative solutions to complex technical problems and carry this commitment from design through construction throughout North America and around the world.

Geographic Marketing Activity

Active

East Africa
Central America
Former Soviet Union
Hungary
North America
Northern Caribbean
Pacific
Qatar
South America
South East Asia
Turkey
Western Europe

Interested

Worldwide

Alliances/Contacts Sought

Joint Ventures

Strategic Alliances

Groupe Laperrière & Verreault Ontario Inc.

Export Contact

Mr. Viren K. Mody
Manager, Chemical, Mineral & Food

174 West St. South
Orillia, ON
L3V 6L4

Tel: 705-325-6181

Fax: 705-325-3363

Equipment/Services

ENVIRONMENT
Control Equipment

GENERAL
Pumps
Acid
Metering
Solids Handling
Wear-resistant lined

MINERAL PROCESSING
Classification
Hydraulic classifiers
Filtration and Thickening
Belt filters
Clarifiers-thickeners
Disc and drum filters
Flotation Equipment
Column flotation units
Mechanical flotation units
Screening & Sizing
Screen docks, metal
Screening machines

SMELTING & REFINING
Concentrate Preparation
Fluidization
Roasting, sintering, &
pelletising

UNDERGROUND MINING
Production & Service Equipment
Mine doors

Skips & cages
Underground Storage
Feeders
Underground Transport, Rail
Mounted
Mine cars, tube & wagon
Mine car handling
equipment
Winding & Hoisting
Headframes & cages
Loading & shaft station
equipment
Skips

Company/Product

GL&V Ontario Inc. is a wholly owned subsidiary of the Canadian company "Groupe Laperrière & Verreault Inc." (GL&V) of Trois-Rivières, Quebec. GL&V is a public limited company whose shares are traded on the Montreal Stock Exchange under the name of "Laperrière LV". GL&V bought all the assets of Dorr-Oliver Canada in September 1990 and changed its name to GL&V Ontario Inc. GL&V Ontario is also a licensee of Dorr-Oliver Incorporated of Connecticut, USA.. GL&V Ontario has its marketing, engineering, research and development, and manufacturing facilities in Orillia, Ontario which is approximately 130 kilometres north of Toronto.

GL&V Ontario serves the chemical, mineral, food, pulp and paper processing, environmental control, underground mining, and related industries. GL&V Ontario offers more than a century's experience in designing, manufacturing and supplying specialized equipment and in providing economic solutions to process problems involving the technology of solids/liquids dynamics and to the handling of ores in underground mines. GL&V Ontario has implemented a Total Quality Program designed explicitly to ensure quality control and standards monitoring and to meet high quality requirements of customers. The equipment offered for mineral processing and underground mining operations consists of skips, cages, mine cars, sheaves, classifiers, cyclones, screens, flotation cells, flotation columns, vacuum and pressure filters, thickeners, clarifiers, fluid bed calciners/roasters/dryers, and heavy duty slurry pumps.

The company's management structure is distinctively geared to an aggressive marketing approach in order to stimulate sales, especially in export markets. So successful were the company's efforts that exports were over 40% of the total business secured in the mineral processing and underground mining fields last year.

Geographic Marketing Activity

Active

Chile
Cuba
Jamaica
Mexico
Peru
United States

Interested

Argentina	Colombia	Indonesia
Australia	Ecuador	Papua New Guinea
Bolivia	Guatemala	Philippines
Brazil	Guyana	Russia
China	India	Venezuela

Alliances Sought

Agents

HBT AGRA Ltd.

Export Contact	Equipment/Services	
<p>Mr. Mike Berezowski Manager, Business Dev't & Marketing</p> <p>221 18th St. S.E. Calgary, AB T2E 6J5</p> <p>Tel: 403-248-4331 Fax: 403-248-2188</p>	<p>ENVIRONMENT</p> <p>Control Equipment & Services Mine Closure Services Monitoring Equipment & Services Remediation Equipment & Services</p> <p>EXPLORATION</p> <p>Feasibility Studies</p>	<p>UNDERGROUND MINING</p> <p>Development Mining engineering services Shaft sinking equipment</p> <p>Ground Support Rock bolts Rock bolting equipment Shotcreting equipment Steel arches Steel props</p>

Company/Product

HBT AGRA Limited is a leading consulting firm in Canada specializing in geotechnical, geological and materials engineering, as well as in the building, environmental and chemical sciences. In operation continuously since 1950, it is now a wholly-owned subsidiary of AGRA Industries Limited, a diversified Canadian public company. HBT AGRA, with a total staff of over 600, operates from 30 permanent offices in Canada and the United States. The company maintains state-of-the-art laboratories and has mobile field laboratories for testing in remote areas.

Internationally, the company has permanent offices in Tanzania and Moscow and has also expanded its base into the U.S.A. through acquisition. It now has 3 sister companies located in the U.S.A. :

(1) RZA AGRA (offices in Washington, Oregon, Northern California, Alaska, Hawaii) engages primarily in geotechnical and environmental engineering, but has specialist expertise in contaminant remediation, including treatment of contaminated groundwater.

(2) SHB AGRA (offices in New Mexico, Texas, Utah, Nevada, Arizona, Colorado, Mexico City) has extensive experience in providing geotechnical and environmental engineering services to the mining, construction, and drilling industries.

(3) M & T AGRA (offices in southern California) is a well established geotechnical engineering firm and is also involved in providing geological engineering and environmental services on a variety of projects in California.

In 1991, the AGRA Earth & Environmental Group was formed, consisting of HBT AGRA and the three sister companies. The AGRA Earth & Environmental Group has a total staff of about 1200 and provides earth and environmental services covering all of North America and international locations. HBT AGRA Limited represents the Canadian and international operations of the Group.

Geographic Marketing Activity				Alliances/Contacts Sought
		<u>Active</u>	<u>Interested</u>	
Argentina Barbados Belize Bolivia Brazil Cayman Islands Chile China Costa Rica Czech Republic Ecuador Ethiopia Hong Kong	Hungary India Indonesia Japan Kazakhstan Korea, South Malaysia Mexico Netherlands Panama Philippines Poland Russia	Singapore St. Lucia St. Vincent Surinam Switzerland Taiwan Tanzania Thailand Trinidad Ukraine United Kingdom United States Venezuela	Worldwide	Agents Joint Ventures Teaming Working Relationships

Harnischfeger Corp. of Canada Ltd.

Export Contact

Mr. Mark W. Hardwick
Managing Director

12391 No. 5 Rd.
Richmond, BC
V7A 4E9

Tel: 604-271-5115
Fax: 604-271-6242

Equipment/Services

SURFACE MINING

Drilling Equipment
Blasthole drills
Opencast & Open Pit Mining Excavators
Draglines
Hydraulic excavators
Mining shovels, electric
Shovel Buckets, Blades & Wear Parts

Company/Product

Harnischfeger Corp. of Canada, Ltd. ("Harcan") is a wholly-owned subsidiary of Harnischfeger Industries Inc. With warehouses located in Richmond and Sparwood, British Columbia, Hinton, Alberta, and Cornwall, Ontario, Harcan is positioned to supply parts and services to the surface mining industry in Canada. Harcan is looking for opportunities to provide equipment to C.D.C. financed mining ventures.

Harcan entered the Canadian market in 1959, selling electric mining rope shovels. Subsequently, Harnischfeger acquired walking dragline and large rotary blasthole drill lines, and its customer base was significantly increased.

Harcan currently distributes repair parts for mining shovels, blasthole drill and walking draglines to approximately fifty mining customers across Canada. Harcan also provides engineering technology, repair service, and maintenance service on all of its products. With the development of a new hydraulic excavator product line, Harcan now offers hydraulic faceshovels and backhoes to the mining and quarry industries.

Harcan's current market share of electric surface mining shovels over the last five years is estimated at 75%, and it continues to grow. The company is continuing to promote the newer dragline and rotary blasthole drill lines, and, based on market forecasts, foresees a strengthening market in the future.

Harcan is currently focusing on establishing a field services business in order to provide a variety of high quality mechanical and electrical services to the western Canadian mining Industry.

Geographic Marketing Activity

Active

Guyana
India
Jamaica

Interested

Argentina
Chile
Cuba
French Guiana
Kazakhstan
Peru
Russia
Surinam
Venezuela

Alliances/Contacts Sought

Joint Ventures

Hobic Bit Industries Corporation

Export Contact

Mr. Anthony Graham
President

260 - 11791 Hammersmith Way
Richmond, BC
V7A 5C6

Tel: 604-241-0086

Fax: 604-241-0087

Equipment/Services

EXPLORATION

Diamond Drilling Equipment

UNDERGROUND MINING

Drill Consumables

Drill bits

Company/Product

Hobic is a manufacturer of quality diamond set tools such as diamond core bits, reamer shells and casing shoes. These products are used by the mining and oil industries when drilling to explore for minerals and oil deposits.

Hobic is a young and dynamic company founded in 1986 and is a privately owned Canadian company. The personnel at Hobic have experience in both the oil and mining industries going back to the early 1950's. Their expertise in designing, engineering and manufacturing diamond set drilling tools has placed Hobic in the forefront of drill bit technology. Using sophisticated, proprietary furnacing techniques and experts in powder metallurgy has enabled Hobic to manufacture a broad range of matrices to achieve the best possible bonds for everyday drilling demands. Hobic's manufacturing plant and head office is in Vancouver, British Columbia. Sales offices in eastern Canada and the United States service North and South America and overseas markets.

Hobic uses natural diamonds, synthetic diamonds and polycrystalline diamonds to manufacture a wide range of drill bits, core bits and sidetrack bits for the oil field industry. These bits are made in various designs and sizes for both on-shore and off-shore drilling. Hobic design engineers will work directly with customers on specific designs and special projects. Hobic's oil field bits have an unsurpassed reputation in the industry and have been the cornerstone of Hobic's success.

After many successful years making bits for the petroleum industry, Hobic diversified into manufacturing diamond applications for mineral exploration. The synergy between the two production processes and the experience of Hobic personnel has helped establish its bits with the leaders in the industry. Hobic is gaining the same reputation in mineral exploration products as it has already established in the oil industry.

Hobic currently markets its products to mining, drilling and exploration companies throughout Canada and the United States with minor sales to South America, Africa, Australia, Europe, and the Pacific Rim countries. Hobic is keen to establish agents and distributors throughout the world who are well connected in the diamond drilling industry.

Geographic Marketing Activity

Active

Australia
Chile
United States
Uruguay

Interested

Worldwide

Alliances/Contacts Sought

Agents

Distributors

Hy-G Manufacturing Inc.

Export Contact

Mr. Don Bremner
President

6080 196th St.
Langley, BC
V3A 5X3

Tel: 604-533-9220
Fax: 604-590-0810

Equipment/Services

MINERAL PROCESSING

Metallurgical Engineering

Plant design

Plant testing

Separation, Wet

Centrifugal concentrators

Company/Product

Hy-G has been in the concentrator and test plant business for about ten years (since 1985). The company was the first to design and market test plants, and continues to produce the largest variety of test plants, as well as the largest concentrators of this type. Products are primarily centrifugal concentrators and test plants, and services include testing and evaluation of placer gravels, and, in some cases, the testing of ground lode ore. Historically, Hy-G has produced the best performing concentrator and test plant equipment of this type.

Hy-G markets six sizes of concentrators and two sizes of test plants., and has also made concentrators on a special order basis for particular situations. Its test plants are, in effect, small complete placer plants which are designed specifically for the accurate evaluation of placer gravels.

Hy-G is also associated with a company which produces a different type of concentrator, that has been successfully used in primarily mill circuits, due to the fact that it requires a much finer infeed; it has the ability to recover extremely fine gold. Between the two types of concentrators, there is virtually no gravity concentration problem that Hy-G cannot solve - one type of concentrator requires back pressure water, whereas the other type does not, which is usually an advantage in mill circuits.

Hy-G will design and supply turn key plants if requested and is always looking for new markets and suitable dealers.

Geographic Marketing Activity

Active

Africa
Argentina
Australia
Chile
Costa Rica
Ecuador

Guyana
Mexico
Philippines
United States
Venezuela
Vietnam

Alliances/Contacts Sought

Agents
Distributors

Ingersoll-Dresser Pump Canada Inc.

Export Contact

Mr. Peter G. Williams, P.Eng
 Manager, Marketing/Mining

15 Worthington Dr.
 Brantford, ON
 N3T-5M5

Tel: 519-753-7381

Fax: 519-753-0845

Equipment/Services

GENERAL

Pumps

- Acid
- High head
- Solids handling
- Submersible
- Water
- Wear-resistant, lined

Company/Product

Ingersoll-Dresser Pump Canada Inc. (IDP) is part of a joint venture between Ingersoll-Rand and Dresser Industries. It combines the strengths of the two companies with the brand names Ingersoll-Rand, Pacific, Worthington, Jeumont-Schneider, Pleuger, Western Land Roller, Scienco and Sier-Bath.

IDP makes pumps for all services, and is the only pump company which can offer a pump for virtually every service in mining, from lube oil to slurry, and from water supply to water treatment and disposal. IDP is a leader in pumping technology and materials technology. The firm's knowledge in pumps and pumping systems is unequalled.

IDP produces pumps for all aspects of the mining/mineral processing industry. Types of pumps available include:

- water supply
- slurry
- chemicals
- power house
- horizontal, vertical and sump
- dewatering
- froth
- water treatment
- fuel oil

IDP markets its products through IDP sales offices located throughout the world, and through an extensive network of distributors and agents. This sales network ensures that after sales support is locally available.

Geographic Marketing Activity

Active

- Africa
- Asia
- Caribbean
- Central America
- Europe
- Middle East
- Russia
- South America
- Ukraine
- United States

Interested

Worldwide

Alliances/Contacts Sought

Agents

Distributors

J. Kaehne & Associates Ltd.

Export Contact	Equipment/Services	
<p>Mr. Jerry Kaehne President</p> <p>225 - 4259 Canada Way Burnaby, BC V5G-1H1</p> <p>Tel: 604-435-9444 Fax: 604-435-9440</p>	<p>MINERAL PROCESSING</p> <p>Metallurgical Engineering Process design & improvement Plant design</p> <p>SMELTING & REFINING</p> <p>Pyrometallurgical Engineering Process design & improvement Plant design</p>	<p>SURFACE MINING</p> <p>Mining Engineering</p>

Company/Product

J. Kaehne & Associates Ltd. (JKA) is a Canadian consulting engineering company located in Burnaby, British Columbia.

Incorporated in 1986, the company provides professional electrical and instrumentation engineering, design, and project management services to industries such as power generation, power transmission and distribution, mining and mineral processing, materials handling, chemical and petrochemical, oil and gas, and pulp and paper. JKA services cover all aspects of industrial project development from initial project evaluation through detailed design, construction and commissioning to operation.

JKA is currently working in Chile, South America and has completed projects in Guyana, Papua New Guinea, Australia, Canada, and the United States. With its international character, the company is able to provide services in English, Spanish and Chinese.

J. Kaehne & Associates Ltd. would like to establish ties with companies and government agencies interested in joint ventures projects in the Americas, Pacific Rim and Caribbean. Agents representing companies from those regions are also of interest.

Geographic Marketing Activity		Alliances/Contacts Sought
<p><u>Active</u></p> <p>Australia Chile Colombia Guyana Malaysia Mexico Pakistan Papua New Guinea Peru Surinam United States Tongo Island</p>	<p><u>Interested</u></p> <p>Asia/Pacific Caribbean Central America South America</p>	<p>Agents</p> <p>Joint Ventures</p>

JKS Boyles Inc.

Export Contact

Mr. Stanley D. Stewart
Vice-President, Export

640 McKeown Ave.
P.O. Box 197
North Bay, ON
P1B 8H2

Tel: 705-472-3320
Fax: 705-472-6843

Equipment/Services

EXPLORATION

Diamond Drilling Equipment
Drilling Equipment

Company/Product

JKS Boyles was formed in 1984 when JR Smith Canada purchased the Boyles operation from Dresser. With JKS MIT, which originated in Holland in 1888, and Boyles, formed in the USA in 1895, the company offers two centuries of experience in the mineral exploration industry. JKS Boyles has three locations in Canada to serve the domestic market as well as a subsidiary in the UK and an association with Universal Drilling Rigs in Australia. JKS Boyles has agents and distributors in over 60 countries and a history of exporting to over 110 countries.

JKS Boyles offers the world's largest range of surface, underground and portable diamond drilling rigs along with a complete line of accessories and downhole equipment such as drill rods, corebarrels, casing, diamond bits, water swivels, lifting and lowering equipment, and high pressure water and mud circulation pumps.

With two manufacturing plants in North Bay, Ontario, Canada, and assembly and some manufacturing in the UK, JKS Boyles is ready to service the mineral exploration drilling industry in all parts of the world.

JKS Boyles would be interested in making direct contact with customers, including diamond drilling contractors as well as mining companies and government departments that carry out their own drilling operations. JKS Boyles also welcomes distributor inquiries in countries where it is not currently active.

Geographic Marketing Activity

Active

Algeria	Dominican Republic	Liberia	Philippines
Argentina	Ecuador	Malaysia	Portugal
Australia	El Salvador	Morocco	Sierra Leone
Bangladesh	Ethiopia	Namibia	Singapore
Belgium and	France	Jamaica	South Africa
Luxembourg	Germany	Japan	South Korea
Belize	Ghana	Jordan	Spain
Bolivia	Greece	Kenya	Surinam
Botswana	Guatemala	Liberia	Swaziland
Brazil	Guyana	Malaysia	Tanzania
Burundi	Hong Kong	Morocco	Thailand
Cameroon	Indonesia	Namibia	Tunisia
Chad	Iran	New Zealand	United Kingdom
Chile	Ireland	Niger	United States
China	Jamaica	Nigeria	Venezuela
Colombia	Japan	Pakistan	Zaire
Costa Rica	Jordan	Panama	Zambia
Cote D'Ivoire	Kenya	Peru	Zimbabwe
Cuba			

Alliances/Contacts Sought

Agents
Direct Sales
Distributors

John T. Hepburn Ltd.

Export Contact	Equipment/Services	
<p>Mr. Donald L. Eckhart G.M., Mechanical Division</p> <p>7450 Torbram Rd. Mississauga, ON L4T 1G9</p> <p>Tel: 905-671-2200 Fax: 905-671-0499</p>	<p>SMELTING & REFINING</p> <p>Refining Equipment Anode handling equipment Tankhouse equipment</p> <p>SURFACE MINING</p> <p>Mining Engineering Opencast & Open Pit Mining Excavators Slope hoisting systems</p>	<p>UNDERGROUND MINING</p> <p>Production & Service Equipment Scraper winches & access. (large) Underground Transport, Rail-Mounted Monorail systems Winding & Hoisting Headframes & cages Mine hoisting ropes & accessories Winders & hoists Winding control equipment</p>

Company/Product

John T. Hepburn Limited was established over 88 years ago in Toronto, Canada as a designer and builder of derricks, cranes and other material handling equipment. Hepburn has been a recognized leader in the supply of quality specialty machinery to industrial and governmental customers since that time.

Hepburn designs and manufactures winders from the smallest single drum shaft sinking hoist to large double drum production winders 4.5 meter in diameter to Koepe friction winders with 12,000 kW drives. Hepburn also manufactures sheaves, either head frame type for ground mounted winders, or in sets as deflectors for tower mounted Koepe hoists.

To its own engineering expertise, Hepburn has added the engineering assets of world class winder companies - Canadian Ingersoll-Rand Company, Westinghouse, Fullerton Hodgart and Barclay, and Ottumwa Iron Works. In support of these many installations, Hepburn offers parts and field service anywhere in the world, as well as upgrading and rebuilding services for winders which can be done in the field or in its own shops.

Hepburn can also assist in upgrading drives, control systems and braking systems in older hoists where production or service requirements change. Hepburn engineering is available to assist mining companies in the selection of the proper type and size of mine winders and sheaves for any particular application from slope to vertical shaft, from shallow shafts to 3000 meters or more.

Hepburn has produced much equipment for the mining processing industry including automated stripper cranes for plating tankhouses, hot metal cranes for smelters, tanks for mills, casting wheels for smelters, and material handling systems.

The Hepburn Quality Control System is externally audited and an extensive procedure manual, an inspection program, and in-house non-destructive testing ensure the high quality of its products.

Engineering and manufacturing is carried out in a 25,000 sq. metre facility located in Mississauga, Ontario adjacent to the Toronto International Airport. Railway sidings into the buildings allow transport of finished heavy machinery to the nearby Port of Toronto or other Canadian or U.S. ports for shipment overseas.

Geographic Marketing Activity				Alliances/Contacts Sought
<u>Active</u>		<u>Interested</u>		
Brazil Chile Ghana India Indonesia Korea, South	Mexico Peru Taiwan United States Venezuela	Afghanistan Cuba Former Soviet Union Iran Malawi Pacific	South America South East Asia Southern Africa Tanzania Zaire Zambia	Agents Distributors Joint Ventures

Kamloops Precision Machining Ltd.

Export Contact

Mr. Eric Dean
 Manager, Customer Service

1860 Kelly Douglas Rd.
 Kamloops, BC
 V2C 5S5

Tel: 604-828-8708
 Fax: 604-372-9800

Equipment/Services

GENERAL

Machinery

Repair & overhaul

Pumps

Wear-resistant, lined

Company/Product

Kamloops Precision Machining Ltd. is a private company which was incorporated under provincial charter in 1991. The company has its office, manufacturing and service centres in Kamloops, BC, with its engineering affiliate Fulton Engineering in Vancouver. For the past 15 years the principals of Kamloops Precision Machining have been extensively involved in large-scale mining and mineral processing equipment overhaul, repair and component manufacturing.

The company provides long-life replacement shaft sleeves for mineral process pumps that have proven to generate significant cost savings for the user.

In-plant comparative trials have demonstrated outstanding wear-life in highly abrasive slurries. These characteristics benefit the maintenance staff by reducing frequency of sleeve change-outs, pump downtime, and cost of replacement sleeves. The high wear-resistance of this product also reduces the need for ongoing pump packing adjustments, further reducing manpower and maintenance requirements. The relatively low initial cost of the sleeve is soon recovered and major cost-savings continue for thousands of operating hours. Kamloops Precision Machining manufactures long-life shaft sleeves for all original equipment manufacturers.

Kamloops Precision Machining currently supplies its long-life shaft sleeves to major Canadian mining companies and has recently enjoyed successful US exports to Alaska. Kamloops Precision Machining is also interested in establishing contact with potential distributors who are presently supplying complimentary product lines to medium and large mining customers.

Geographic Marketing Activity

Active

United States

Interested

Argentina
 Australia
 Bolivia
 Chile

China
 Guyana
 Peru
 South Africa

Alliances/Contacts Sought

Distributors

Kilborn Engineering Pacific Ltd.

Export Contact

Mr. Garry E. Grant, MBA,
P.Eng
Vice-President, Marketing

400 - 1380 Burrard St.
Vancouver, BC
V6Z 2B7

Tel: 604-669-8811
Fax: 604-669-0847

Equipment/Services

BULK MATERIALS HANDLING
Conveyor Installations

ENVIRONMENT
Control Services
Mine Closure Services
Monitoring Services
Remediation Services

EXPLORATION

Feasibility Studies
Ore Reserve Estimates

GENERAL
Construction Management
Mine Management Consulting
Procurement Services
Software, Underground Mine Modelling

MINERAL PROCESSING
Metallurgical Engineering
Plant design
Process design & improvement

SMELTING & REFINING
Pyrometallurgical Engineering
Plant design
Process design & improvement

SURFACE MINING
Mining Engineering

UNDERGROUND MINING
Mining Engineering Services

Company/Product

Kilborn Engineering Pacific Ltd. is an employee-owned engineering firm specializing in project management, engineering, international procurement and construction management to the mining industry worldwide. As a member of the Kilborn Group of Companies, the staff has access to an additional 700 engineers, designers and technicians in offices across Canada and in the United States, Chile, Peru, Brazil and Indonesia. Its international staff provides multiple language capabilities.

Kilborn provides a full complement of engineering disciplines and services for undertaking every stage of project development, from initial planning, feasibility analysis and final design to implementation and monitoring. Kilborn has undertaken mining projects primarily in precious and base metals, industrial minerals and coal in over 55 countries. The original Kilborn company was founded over 45 years ago to serve the needs of the mining and mineral processing industries. Mining remains the principle expertise of the Kilborn Group. From its roots in the mineral processing industry, Kilborn has expanded its services to include:

chemical production
electrical transmission & distribution
food processing
heavy civil

manufacturing
material handling
municipal
petroleum and petrochemical

transportation
utilities
waste/effluent management/
treatment

Kilborn is interested in providing consulting, engineering and management services to mining companies looking to improve/expand their operations or develop new projects. The company offers expertise in remote site development and the infrastructure required to support a remote operation, such as townsites, power generation, operations camps and water supply. A leading designer of gold plants, The Kilborn Group has taken over 28 mills into production in the last 10 years including the highly acclaimed American Barrick Goldstrike Mill.

Geographic Marketing Activity

Active

Australia
Bolivia
Brazil
Brunei
Chile
China
Cuba
Indonesia
Ireland
Kazakhstan

Kirgizistan
Malaysia
Mexico
Nicaragua
Pakistan
Panama
Papua New Guinea
Peru
Philippines
Russia

Singapore
South East Asia
Sri Lanka
Taiwan
Thailand
United States
Uruguay
Uzbekistan
Venezuela
Vietnam

Interested

Worldwide

Alliances Sought

Contractors
Direct Sales
Joint Ventures

Kretschmar International Geoscience Corp

Export Contact

Dr. Ulrich Kretschmar
President

R.R. 1
Washago, ON
L0K-2B0

Tel: 705-689-8515
Fax: 705-689-5361

Equipment/Services

ENVIRONMENT

Control Services

EXPLORATION

Feasibility Studies

Geochemical Surveying Services

Geological Surveying Services

Company/Product

Kretschmar International Geoscience (KIGC) is a privately owned Canadian geological consulting company, incorporated in Ontario in 1985. The company has offices in Washago, Ontario and Georgetown, Guyana. KIGC is able to provide base, precious and industrial mineral exploration services and exploration research.

KIGC specializes in industrial minerals, including diamonds. Through associates and subsidiaries, KIGC is able to provide innovative beneficiation technology for industrial minerals. A subsidiary of KIGC is currently marketing silica sand in the Caricom countries and throughout North America. KIGC has recently developed a granite quarry in Southern Ontario and has expertise in building stone development from the quarry stage to the processing and marketing of final products. KIGC is carrying out a feasibility analysis for a gold mine in Guyana. KIGC is a versatile consulting company, able to provide project management, base-line environmental services, financial modelling, feasibility analyses and provides an unique combination of expertise, persistence, perspective, reliability and independence.

KIGC can operate in English, French, German and Spanish and has a worldwide network of contacts in the resource sector.

Geographic Marketing Activity

Active

Belize
Burundi
Guyana
Kenya

Interested

Argentina
Australia
Brunei
Chile
Cuba
Czech Republic
Fiji
French Guyana
Germany
Namibia
Slovak Republic
Solomon Islands
Tahiti
Venezuela

Alliances/Contacts Sought

Agents

Joint Ventures

Krupp Canada Inc.

Export Contact

Mr. Ramsis Shehata

President

405 - 1177 11th Ave. S.W.
Calgary, AB
T2R 0G5

Tel: 403-245-2866

Fax: 403-245-5625

Equipment/Services

BULK MATERIALS HANDLING

Conveyors

Belt tensioning equipment
Belt cleaners
Conveyor belting
Conveyor drives
Conveyor installations
Drive pulleys & idlers

Crushers

Cone & gyratory crushers
Crusher control systems
Hammer mills
In-pit
Jaw crushers
Mobile crusher units
Roll crushers
Wear parts & accessories

Feeders & Feeder Breakers

Material Storage
Abrasion-resistant linings
Bins, chutes, hoppers, & accessories
On-Line Weighing & Monitoring Systems
Stackers & Reclaimers

Company/Product

SURFACE MINING

Alluvial Mining
Bucket-line dredges
Cutter/suction dredges
Bucket-Wheel Excavators

Based in Calgary, Alberta, Krupp Canada Inc. has in-house facilities and is capable of designing and supplying complete systems. Krupp has a competent and knowledgeable engineering staff with many years' experience in all disciplines of materials handling equipment design. Along with covering the needs of Canada's mining industry, Krupp also designs, fabricates and exports equipment for projects outside of Canada. The company is currently supplying two conveyor systems for a project in northern Chile. Krupp's continued involvement with organizations such as CIDA and the EDC has provided it with the knowledge and experience necessary to carry out work on projects outside North America. Krupp has assisted in feasibility studies for projects in countries such as Russia, Brazil, Chile, China and India, to name a few. The product line of equipment encompasses, but is not limited to, the following areas:

Conveying Systems	design and supply of several 6000 HP conveyor systems handling runs of mine material at capacities up to 15,000 tonnes per hour.
Crushing Systems	design and supply of several fixed semi-mobile and mobile crushing plants for various locations in Canada with capacities up to 6000 mtph.
Storage and Reclamation Systems	design and supply of the world's largest circular stacker/scrapper reclaimer with a track diameter of 130 m handling coal at a reclaiming rate of 1200 mtph in New Brunswick. A dome structure encloses the equipment and the 120,000 tonne stockpile.
Stackers	design and supply of several radial and travelling stackers with capacities up to 10,000 mtph.
Shiploaders and Shipunloaders	design and supply of a travelling shiploader handling coal at a capacity of 7,000 tonnes per hour.

Members on staff are proficient in English, German, Italian, Spanish, French and Russian. Krupp's many years of experience in the fields of materials handling has allowed it to form a diverse and well established product line. Krupp Canada Inc. is interested in dealing direct with owners and operators in any region of the world. Additionally, it would be pleased to form joint ventures with other suppliers and project management organizations. Krupp believes that its equipment may be best utilized in the expanding markets of South America, Asia and Russia.

Geographic Marketing Activity

Active

Chile
China
India

Interested

Worldwide

Alliances/Contacts Sought

Joint Ventures

Lakefield Research

Export Contact

Mr. Joel M. Reid
Co-ordinator, Marketing

185 Concession St.
P.O. Box 4300
Lakefield, ON
K0L 2H0

Tel: 705-652-2000
Fax: 705-652-6365

Equipment/Services

ENVIRONMENT

Control Services
Mine Closure Services
Monitoring Services
Remediation Services

EXPLORATION

Assaying Services

MINERAL PROCESSING

Assaying & Sampling Services
Laboratory Equipment & Pilot Plants
Metallurgical Engineering
Pilot plant testing
Process design & improvement
Plant design
Reagents & Chemicals
Flotation reagents

Company/Product

For over fifty years Lakefield Research has been a testing facility for the mining and mineral processing industries in process development and generation of engineering design criteria. Lakefield is capable of a complete analysis of an ore sample, defining the best method of extraction, and providing appropriate reports for the design of an operating plant. Lakefield prides itself on its ability to provide fast accurate solutions to problems. Lakefield is recognized as the company best able to handle complex ores.

Areas in which services are provided include:

Complete metallurgical testing, bench and pilot plant, through mineral processing, hydrometallurgy, mineralogy, analytical, research and development, environmental, mine waste, remediation, water, wastewater, acid mine drainage, mine closure, and recycling.

Lakefield's business has grown steadily and it now provides 50% of its services to clients around the world. Changes and additions of departments have expanded capabilities and created additional opportunities in foreign countries. Lakefield opened a new office and laboratory in Santiago, Chile in 1993.

Lakefield continues to be an innovative leader in the development and application of new processing technologies, flowsheet design, reagent and process equipment developments. The firm's experience base includes over 5,000 projects from 75 countries.

Lakefield is well established in the North American market. The firm is interested in expanding its foreign client base through possible acquisitions, joint ventures, or agent assistance on a commission basis.

Geographic Marketing Activity

Active

Australia	Sierra Leone
Dominican Republic	South America
Ghana	Thailand
India	United States
Israel	Western Europe
Mexico	Yemen
Saudi Arabia	Zimbabwe

Interested

Worldwide

Alliances/Contacts Sought

Agents
Joint Ventures

Longyear Canada Inc.

Export Contact

Mr. Ronald G. Shortt
Manager, Export Sales

1111 Main St. West
P.O. Box 330
North Bay, ON
P1B-8H6

Tel: 705-474-2800

Fax: 705-474-2373

Equipment/Services

EXPLORATION

Geological Surveying
Equipment
Services

Company/Product

The Longyear company has been actively involved in the North American mineral exploration industry for over 100 years. Considered a world leader in surface and underground contract drilling services and equipment, the company is well known for its product lines of diamond core drills, wireline drill rods, and a complete range of diamond bits, drilling tools and pumps.

In 1930, Longyear established a head office and manufacturing plant in North Bay under the incorporated name of Canadian Longyear Limited. The present North Bay manufacturing plant was built in 1946, expanded in 1956 and again in 1970. A contract drilling division was established in 1946 and is presently housed in a modern warehouse/repair facility a short distance from the main plant in North Bay. In 1979, Canadian Longyear amalgamated with Longyear Diamond Products Canada Limited to form Longyear Canada Inc.

The name Longyear is synonymous with technical contributions to the mineral exploration industry. Two major innovations which Longyear introduced to the market are: 1) a complete functional wireline coring system initially introduced in the early 1950's; and 2) a range of impregnated diamond drill bits in 1980. These developments spearheaded a revolutionary industry conversion from conventional drilling methods.

In 1986, Longyear transferred all production capacity from the original US company in Minneapolis to the Canadian plant in North Bay. Longyear Canada is the company's world mining headquarters and provides products and contracting services to the mining industry worldwide. Longyear's international corporate headquarters is located in Salt Lake City, Utah. Other Longyear companies are operating in Australia, Chile, the Federal Republic of Germany, France, Spain, Mexico, the Netherlands, New Zealand, the Philippines, and the United Kingdom.

A complete network of affiliates, agents and distributors is presently in place throughout the world.

Geographic Marketing Activity

Active

Africa
Asia/Pacific
Central America
Cuba
Dominica
Dominican Republic
Europe

Jamaica
Middle East
North America
Puerto Rico
South America
Ukraine

Alliances/Contacts Sought

Agents

Lynx Geosystems Inc.

Export Contact

Mr. Garth Kirkham
 Manager, Sales & Marketing

400 - 322 Water St.
 Vancouver, BC
 V6B-1B6

Tel: 604-682-5484
Fax: 604-669-3659

Equipment/Services

ENVIRONMENT

Monitoring Services
 Remediation Services

EXPLORATION

Exploration Software
 Feasibility Studies
 Ore Reserve Estimates

Company/Product

Lynx Geosystems Inc. is a privately owned Canadian corporation based in Vancouver, British Columbia. The company has specialized in the development and support of computer modelling technology for the geosciences since 1979. The three dimensional modelling technology incorporated in most of its software was developed initially for the mineral industry and supported by an international client base. The modelling technology has subsequently been enhanced for general application within the geosciences.

Lynx is a world leader in geoscience and mining systems. The 200+ client list includes major mining companies, environmental consultants, government agencies, and research institutions.

Lynx currently has two mining software packages: MMS for the UNIX environment and PC-based microLYNX Plus. Both have been in use at large mining corporations such as CVRD in Brazil, Hepworth in the U.K., and COMINCO in B.C., Canada.

Lynx also provides consulting services in the mining and environmental fields, with an extensive portfolio of customers that use its services on a project basis.

The company's primary international marketing objective is to increase its share of the North American and European markets. For this purpose it is currently seeking joint venture partnerships with consultants, and hardware and software companies with complementary technologies.

Geographic Marketing Activity

Active

Australia
 Brazil
 Chile
 India
 Peru
 South Africa
 Turkey
 United States
 Zambia
 Zimbabwe

Interested

Europe
 North America
 Worldwide

Alliances/Contacts Sought

Agents

Distributors

Joint Ventures

Met-Chem Canada Inc.

Export Contact

Mr. Don Jue

401 - 425 boul. de
Maisonneuve ouest
Montreal, QU
H3A 3G5

Tel: 514-288-5211

Fax: 514-288-7937

Equipment/Services

ENVIRONMENT

Control Services
Mine Closure Services
Monitoring Services
Remediation Services

EXPLORATION

Feasibility Studies
Ore Reserve Estimates

MINERAL PROCESSING

Metallurgical Engineering
Plant design
Process design & improvement

SURFACE MINING

Mining Engineering

Company/Product

MET-CHEM Inc. was formed in 1969. MET-CHEM is an internationally recognized engineering consultant in mining, minerals processing, coal and coke processing, iron and steel making, steel finishing, bulk handling port facilities, environmental management, and information technology. The company also has considerable international experience in feasibility studies and project management.

Project experience includes technical assistance to increase pellet plant production in Venezuela, mine and transport planning for an open-cast coal mine in India, and a rehabilitation master plan for a bauxite mine in Guyana. The company has an extensive network of distributors with an equally extensive service language capacity.

Geographic Marketing Activity

Active

Bangladesh
China
Guinea
Guyana
India
Malawi
Mexico
Pakistan
Peru
Thailand
Turkey
USA
Venezuela

Interested

Argentina
Australia
Bahrain
Bolivia
Brazil
Burkina Faso
Chile
Columbia
Cote-d'Ivoire
Czech Republic
Egypt
Indonesia
Iran
Jamaica
Jordan
Kazakhstan
Kuwait
Laos
Madagascar

Alliances/Contacts

Sought

Malaysia
Mali
Mauritania
Mauritius
Philippines
Rwanda
Russia
Saudi Arabia
Singapore
South Africa
South Korea
Surinam
Syria
Tunisia
Ukraine
United Arab Emirates
Vietnam
Zimbabwe

Miller Technology Inc.

Export Contact

Mr. Mike Mulligan
Manager, Exports

R.R. #3
North Bay, ON
P1B 8G4

Tel: 705-476-4500

Fax: 705-476-8811

Equipment/Services

ENVIRONMENT

Diesel Engine Exhaust Cleaners

GENERAL

Air Compressors, Portable
Blasting

Anfo loaders & carriers
Anfo mixers & chargers

SURFACE MINING

Ancillary Vehicles
Crawlers & wheeled dozers/crawler
loaders
Graders
Utility vehicles, etc.
Drilling Equipment
Rock boring equipment
Impact Breakers
Opencast & Open Pit Mining Excavators
Wheel loaders

UNDERGROUND MINING

Coal Face Equipment
Drives, gears, & transmissions
Development
Drill rigs & jumbos, hydraulic &
pneumatic
Electrical Equipment
Power transmission equipment
Ground Support

Rock bolting equipment & machines
Shotcreting equipment
Production Drilling
Drill rigs
Underground Vehicles
Underground graders
Utility vehicles
Vehicle automation
Winding & Hoisting
Winding control equipment
Winders & hoists

Company/Product

Miller Technology Inc. was established in 1979 as an engineering design consulting service for underground diesel powered service and support vehicles. The Mine Kart design and concept evolved from this start-up with over 100 units currently in service in underground mines throughout Canada, the United States, and several international operations. The strength of the product lies in the design concept of "keep it simple": allowing for easy access for servicing and maintenance plus availability. Since the start up of Miller Technology Inc., other concepts and ideas have evolved, to the point where the company now provides a full range of service vehicles for the underground mining market. New products other than service vehicles also have been designed, manufactured and sold to a wide range of users.

The expertise developed has been in underground mining equipment. The full product range of equipment is designed and manufactured at Miller's North Bay, Ontario facility. To maintain its position, Miller will be constantly sourcing and developing new ideas and concepts to meet the industry's future requirements.

Miller is the winner of the "1993 Award for Excellence" for company of the year. One to fifty employees are currently being certified under 9002 ISO standards as well as the Canadian Welding Bureau.

Geographic Marketing Activity

Active

Mexico
New Guinea
United States

Interested

Central America	Russia
Cuba	South Africa
Ghana	South America
India	South East Asia
Middle East	Western Europe
Pacific	Zimbabwe
Pakistan	

Alliances/Contacts Sought

Agents
Distributors
Joint Ventures

National Compressed Air Canada Ltd.

Export Contact

Mr. Dave Keddie
President

1165 Fewster Dr.
Mississauga, ON
L6T 2L7

Tel: 905-625-7321
Fax: 905-6291271

Equipment/Services

EXPLORATION

Geological Surveying Equipment
Drilling Equipment & Services

GENERAL

Air Compressors
Portable
Stationary

SURFACE MINING

Drilling Equipment
Blasthole drills
Blasthole drill consumables
Drill inclination equipment

UNDERGROUND MINING

Development

Drill rigs & jumbos, hydraulic &
pneumatic

Mining contracting

Raise borers

Raise/Tunnel boring accessories

Drill Consumables

Drill bits

Drill steel, rods, couplings

Production Drilling

Drill rig alignment systems

Drill rigs

Drilling services

Production & Service Equipment

Compressors

Company/Product

National Compressed Air Canada Ltd. (NCA) manufactures screw compressor packages for exploration, mining and stationary applications, as well as specialized drilling equipment. NCA offers compressor packages with diesel, electric, gasoline and hydraulic drive for numerous applications. Specialized compressor configurations include man-pack portable systems, helicopter and aircraft portable systems, and deck mounted PTO compressors for existing drill rigs. Experience with the mining and exploration sectors has given the firm a unique understanding of the design necessary to meet rigorous applications.

The underground reamer drill manufactured by NCA is capable of hole diameters for 4-1/2" to 24" at depth of 600' in hard rock. This unit is unique since it is capable of drilling 4-1/2" to 17-1/2" holes by remote control, looking up 90 degrees.

NCA would like to set up agents to distribute its various compressor packages.

NCA is also looking at a joint venture in the contracting business drilling 24" diameter holes, slot raises and production drilling.

Geographic Marketing Activity

Active

Chile
Iran
South Africa
United Kingdom
Yemen, South

Interested

Dominican Republic
India
Indonesia
Pacific
Pakistan
Philippines
South America
Saudi Arabia
Western Europe

Alliances/Contacts Sought

Agents

Distributors

Joint Ventures

Nautilus Int'l Control & Engineering Ltd.

Export Contact	Equipment/Services
<p>Mr. Jason Hart President</p> <p>6881 Russell Ave. Burnaby, BC V5J 4R8</p> <p>Tel: 604-430-8316 Fax: 604-430-1962</p>	<p>UNDERGROUND MINING</p> <p>Communications Equipment Video</p> <p>Electrical Equipment Telemetry & remote control equipment</p> <p>Underground Transport, Rail-Mounted Vehicle automation</p>

Company/Product

Based in Burnaby, British Columbia, Nautilus International is a private Canadian company that concentrates on the design and manufacturing of a wide range of radio/TV remote control and monitoring systems as well as communications and automatic guided systems for use in mines, railways, construction and industrial equipment, off shore installations, and many other applications.

Nautilus International was incorporated in 1978 and currently employs a team of 30 highly skilled professional engineers, programmers, technicians and production personnel.

Having developed the Canadian and American markets Nautilus is now focusing on enlarging its markets in Australia and South America where its products have been successfully introduced.

Nautilus would like to establish contact with the following:

Mining companies

Companies that manufacture or supply mining, railway, crane and industrial equipment

Engineering and Consulting companies who offer services to mining, railways, ports, airports or other industries that may need remote control and communication systems are also of interest.

Geographic Marketing Activity		Alliances/Contacts Sought
<u>Active</u>	<u>Interested</u>	
<p>Australia Brazil Chile United States</p>	<p>Central and Eastern Europe China Former Soviet Union Kenya Mexico Mozambique</p>	<p>Agents Distributors Joint Ventures</p>
	<p>New Caledonia Papua New Guinea South America South East Asia Western Europe Zambia Zimbabwe</p>	

Nelson Machinery & Equipment Ltd.

Export Contact

Mr. Andrew Greenwood
President

1470 Rupert St.
North Vancouver, BC
V7J 1E9

Tel: 604-985-5331

Fax: 604-985-2074

Equipment/Services

GENERAL

Machinery

Repair & Overhaul

Procurement, Equipment

Company/Product

Nelson Machinery and Equipment Ltd. specializes in the sale of second hand equipment for mining and mineral processing. The company conducts liquidations of closed mines, and maintains a computerized database of surplus equipment located at numerous mine sites throughout North America.

The company has used equipment available for virtually all aspects of the mining and mineral beneficiation process, including equipment for underground mining and tunnelling, surface mining, material handling, crushing, grinding, separating, concentrating, filtering, pumping, dewatering, drying and loading. Complete plants can often be matched or adapted to a purchaser's needs. Equipment and plants usually become surplus not because of obsolescence or breakdown but because of changes in a process or depletion of an orebody. The pool of used surplus equipment allows purchasers to make savings in both cost and delivery time when compared to the purchase of new equipment. Nelson Machinery and Equipment can offer items on an "as is" basis, subject to the buyers inspection and approval, or alternatively on a "reconditioned" basis. The company also sells surplus and new parts for many types of mining equipment.

In addition to equipment sales, the company offers various services including appraisals of used equipment and complete plants. Goods are accepted for consignment sale on a commission basis.

Export sales are conducted through the head office located in North Vancouver (Spanish spoken). The company has a 16 acre equipment storage yard, warehouse and shop facility at Savona, in central B.C.

Nelson Machinery and Equipment maintains contact with mining companies and equipment dealers throughout the world and welcomes enquiries from buyers and sellers of used and surplus mining related equipment.

Geographic Marketing Activity

Active

Australia
Chile
Ecuador
Mexico
Philippines
United States

Interested

Worldwide

Alliances/Contacts Sought

Suppliers

New Era Engineering Corp.

Export Contact	Equipment/Services	
<p>Mr. Randy Clarkson, P.Eng President</p> <p>P.O. Box 4491 Whitehorse, YK Y1A 2R8</p> <p>Tel: 403-668-3978 Fax: 403-668-3978</p>	<p>EXPLORATION</p> <p>Feasibility Studies Geological Surveying Services Ore Reserve Estimates</p> <p>GENERAL</p> <p>Mine Management Consulting</p>	<p>MINERAL PROCESSING</p> <p>Assaying & Sampling Services Metallurgical Engineering Plant design Process design & improvement</p> <p>SURFACE MINING</p> <p>Mining Engineering</p>

Company/Product

New Era Engineering is a private Canadian corporation that has its office in the heart of Canada's alluvial gold mining industry: Whitehorse, Yukon. New Era is a world authority on alluvial gold recovery due to its revolutionary development of radioactive gold particles (radiotracers) for the evaluation of the gold recovery efficiency of sluiceboxes, jigs, centrifugal concentrators and drills. New Era's radiotracer technology provides a very rapid, accurate and safe method to assess and improve the efficiency of virtually any gold saving device.

New Era has conducted alluvial testwork in its laboratory and at dozens of operating alluvial mines in North America. New Era has used its extensive experience to manage alluvial exploration programs and evaluate the feasibility of several alluvial deposits. The company has designed several high-volume alluvial gold recovery plants including its famous portable "Z" sluicebox. New Era is involved in alluvial mine planning and reclamation. The company also designs settling ponds and other methods to control sediment-laden water discharges.

New Era's radiotracer technology and gold recovery designs are in use from Alaska to New Zealand and from Papua, New Guinea to Ghana. New Era would like to assist clients in northern South America, Africa, Australia, China and Russia to evaluate and improve their alluvial gold recovery technology.

Geographic Marketing Activity		Alliances/Contacts Sought
<p><u>Active</u></p> <p>Armenia Costa Rica Guatemala New Zealand United States Venezuela</p>	<p><u>Interested</u></p> <p>Worldwide</p>	<p>Agents</p> <p>Contractors</p> <p>Direct Sales</p>

Pajari Instruments Ltd.

Export Contact

Ms. Sharon R. Keetch
Chief Administrative Officer

P.O. Box 820
Orillia, ON
L3V 6K8

Tel: 705-325-3222

Fax: 705-325-8789

Equipment/Services

EXPLORATION

Geological Surveying
Equipment
Services

Company/Product

Pajari Instruments Ltd. develops, manufactures and services surveying instruments that determine the direction, and thereby the position and depth of holes bored into the earth. These instruments are of a unique design that offers advantages in ease of use and low operating costs without compromising accuracy, reliability or longevity. A full range of accessories for surveying boreholes of any size, depth or configuration is available. Directional borehole surveying instruments are mainly used in the mineral exploration, mining, tunnelling, site engineering, water well and quarrying industries.

Pajari Instruments Ltd. also provides technical services in directional borehole surveying that can range from accessing the equipment and methods for a project, education of operating staff through to computation, storage and plotting of the data. Projects requiring the development of new or specialized instrumentation can also be accommodated. Pajari Instruments Ltd. has over 48 years of design, manufacturing and technical service experience in this field.

A radically different micromechanical instrumentation for determination of inclination and tool-facing in wedging, directional drilling, and other tool orientation operations has recently been introduced. Survey sites through bits, rods or hoses as small as 23 mm (0.90") with no maximum size limitation can be accommodated without compromising accuracy, ease of use or time constraints.

The company operates manufacturing, sales, rentals, service and research facilities in Orillia, Ontario, Canada. The products have over 95% Canadian content.

Pajari Instruments Ltd. products are in use throughout the world and are available through agents or representatives in many countries or directly from the Orillia location. A subsidiary company located in Burt, N.Y. serves American customers.

Geographic Marketing Activity

Active

Argentina	Ecuador	Lesotho	Spain
Australia	Egypt	Mexico	Turkey
Belgium	France	Netherlands	United Kingdom
Bolivia	Ghana	Peru	United States
Botswana	Guyana	Portugal	Venezuela
Brazil	Honduras	Saudi Arabia	Zaire
Chile	Ireland	Seychelles Islands	Zambia
Columbia	Italy	South Africa	Zimbabwe

Alliances/Contacts Sought

Agents
Distributors

Pearson, Hofman & Associates Ltd.

Export Contact

Dr. William N. Pearson
President

1620 - 11 King St. West
Montreal Trust Tower
Toronto, ON
M5H 1A3

Tel: 416-367-4330

Fax: 416-367-5693

Equipment/Services

EXPLORATION

Data Interpretation Services
Feasibility Studies
Geochemical Surveying Services
Geological Surveying Services
Ore Reserve Estimates

MINERAL PROCESSING

Assaying & Sampling Services

SURFACE MINING

Mining Engineering

Company/Product

Dr. William N. Pearson, P.Geo. a consulting geologist with over 20 years of experience in the mining industry and a former partner in the geological and mining consulting firm of Derry, Michener, Booth & Wahl, formed Pearson, Hofman and Associates Ltd. (PHA) in 1990. From its office in Toronto PHA provides comprehensive geological, computing and project management services to the international mining industry. PHA has been a leader in applying modern computer technology to provide innovative and cost-effective solutions to geological and mining problems.

Since its inception, PHA has carried out projects for over 40 major and junior mining companies, government agencies and consulting firms. Projects completed have been located in Canada, Central and South America and Africa and include ore reserve estimation, reserve audits, independent project reviews and valuations, compilation of surface and underground exploration and mining data, qualifying reports for underwritings on the Toronto Stock Exchange, expert testimony in litigation, digitizing of geological and mineral deposits data for G.I.S., and preparation of 2-D and 3-D colour graphic presentation material.

PHA specializes in assembling teams of professionals including mining engineers, metallurgists and environmental geoscientists of the highest calibre for exploration, mining and rehabilitation projects. The firm is committed to maintaining a high standard of reporting and client service at a competitive price.

PHA would like to establish contact with geological and mining consulting firms who would be interested in joint ventures or who can supply contractors for work on overseas exploration and development projects for Canadian-based clients.

Geographic Marketing Activity

Active

Honduras
Mexico
Zimbabwe

Interested

Botswana
Central America
Ghana
Indonesia
Kazakhstan
Mozambique
Namibia
South America
Tanzania
Turkey
Uzbekistan

Alliances/Contacts Sought

Contractors

Joint Ventures

Phoenix Piston Hydraulics Inc.

Export Contact

Mr. Gerald W.C. McLaughlan
President

P.O. Box 712
2308 4th St.
Nisku, AB
T0C 2G0

Tel: 403-955-3575

Fax: 403-955-3397

Equipment/Services

SURFACE MINING

Ancillary Vehicles

Crawlers & wheeled dozers/
crawler loaders

Graders

Opencast & Open Pit Mining Excavators

Hydraulic excavators

Wheel loaders

Company/Product

Phoenix and its predecessor company commenced operations in 1984 from its base in Edmonton, Alberta, Canada. A subsidiary with full plant facilities commenced operations in 1993 in Santiago, Chile. The company specializes in rebuilding high pressure hydraulic piston pumps and motors used on mobile equipment. Rebuilding generally offers substantial cost savings when compared with new replacements.

Phoenix operates from two state-of-the-art facilities in Canada and Chile. Both plants are equipped with large test benches that enable the company to test the largest hydraulic pumps at maximum flow and pressure. Plant staff have years of experience in remanufacturing these complex high pressure units. Repairs are also performed on large gear boxes including the propel and swing transmissions used on mining shovels. The plants are stocked with a large inventory of rebuilt exchange units and spare parts ensuring customer machine downtime is kept to a minimum. Hydraulic repairs are performed on mobile equipment used in the mining, forestry, construction and marine industries.

Phoenix markets its specialized services to mining operations throughout North and South America. Sales representatives are located in Colombia, Brazil, Chile and Peru. Phoenix is interested in establishing distributors or direct contacts in South Africa and Australia.

Geographic Marketing Activity

Active

Brazil
Chile
Colombia
United States

Interested

Argentina
Australia
Brazil
Congo
Ecuador
French Guiana
Guyana
Mexico
Peru
South Africa
Venezuela
Zaire

Alliances/Contacts Sought

Agents

Distributors

Joint Ventures

Q.M. Industries Ltd.

Export Contact

Mr. Don Yorstor
President

990 Industrial Way
Prince George, BC
V2N 2K8

Tel: 604-563-3604

Fax: 604-563-7810

Equipment/Services

GENERAL

Machinery

Bearings, shaft couplings

Company/Product

Q. M. Industries Ltd. is a private Canadian company founded in 1951. The company has built a reputation in northern British Columbia as a supplier to the forest and mining industries. The company operates from Prince George and Vancouver. The Prince George plant is also the head office. Q.M. specializes in manufacturing heavy duty spherical roller bearings in steel housings and flexible shaft couplings.

The Prince George plant employs 35 people and is equipped with modern numerically-controlled machine tools. The spherical roller bearings are mounted in cast or forged steel housings with triple lip seals. The line of shaft couplings is used mostly for high-torque heavy duty applications to 8000 hp. Q.M. has distributors across Canada and in the United States.

Q.M. would like to set up distributors or appoint agents in countries with a focus on resource industry. Q.M.'s products, due to a heavy duty nature, are especially applicable to areas with rough service conditions. The company has the capacity to communicate in French, Spanish, Mandarin, Cantonese, Shanghaiese, Japanese, Italian and German.

Geographic Marketing Activity

Active

United States

Aruba
Australia
Belarus
Belize
Bonaire
Brazil
Brunei
Central America
Chile
China
Columbia
Costa Rica
Czech Republic
Ecuador
El Salvador
Former USSR
French Guyana
Ghana
Guatemala

Interested

Honduras
Hungary
Indonesia
Kampuchea
Malaysia
Mexico
Mongolia
Netherland Antilles
New Zealand
New Caledonia
New Hebrides
Nicaragua
Nigeria
Pacific
Panama
Papua New Guinea
Paraguay
Peru

Philippines
Poland
Siberia
Sierra Leone
South Africa
South America
South East Asia
Surinam
Tadzhikistan
Tahiti
Thailand
Ukraine
Uruguay
Venezuela
Vietnam
West Africa
Zimbabwe

Alliances/Contacts Sought

Agents

Distributors

Quantec Consulting Inc.

Export Contact

Mr. Jean Legault
President

P.O. Box 580
101 King St.
Porcupine, ON
P0N 1C0

Tel: 705-235-2166
Fax: 705-235-2255

Equipment/Services

EXPLORATION

Exploration Software
Geophysical Surveying
Equipment
Services
Underground Services

Company/Product

Quantec is a privately owned Canadian company which was incorporated under the Ontario provincial charter in 1986. The company has offices in Waterdown and Timmins, Ontario but provides services throughout Canada. Quantec is the owner of a U.S. subsidiary 'Quantec Consulting Incorporated', which was incorporated in the State of Nevada in 1988, and has an active office in Reno, Nevada providing services to the southwestern United States. Quantec also controls Extec Development Corporation, which was incorporated in Ontario in 1993 to continue research and development in deep exploration technology.

Quantec has completed more than 500 projects throughout Canada and around the world. The company provides complete project management and services for deep exploration projects. The company has experience in data acquisition from the high arctic deserts to equatorial tropical rainforests, sea level to 5,000 m and from -50C to +40C. The company is a world leader in high power transmission and high resolution reception of geophysical data in applications for mining, oil, geothermal, ground water, and environmental assessment.

Quantec has proprietary technology in post acquisition data processing that is designed to allow the interpretation and integration of geophysical (surface, borehole and underground) and geological data on a project scale. This technology, referred to as the Integrated Data Platform (IDP), is an interactive object oriented framework that supports full database functionality through custom scientific graphic user interfaces.

Products/Services

Deep Exploration Ground Geophysical Technology and Services
Surface, Borehole and Underground Surveying
Mining, Oil, Geothermal, Groundwater and Environmental
Electromagnetics
Induced Polarization
Magnetics
Gravity
High Resolution Seismic
Integrated Data Platform

Project Management
Survey Design
Data Acquisition
Data Processing
Interpretation
Interactive Software
Database
Training

Quantec would like to establish contact with international mining companies that have deep exploration requirements, especially in the areas of current mining infrastructure where the economics of deep exploration are supported by the extended life span of these assets.

Geographic Marketing Activity

Active

China
Mongolia
Portugal
Spain

Interested

Worldwide

Alliances/Contacts Sought

Joint Ventures

Rahnmet '92

Export Contact

Mr. Richard Ranger
Manager, Technical Product

P.O. Box 478
141 Regina St.
North Bay, ON
P1B 8H2

Tel: 705-474-0410
Fax: 705-476-6790

Equipment/Services

BULK MATERIALS HANDLING

Crushers

Cone & gyratory
In-Pit
Jaw crushers
Mobile crusher units
Wear parts & accessories

MINERAL PROCESSING

Grinders

Autogenous, semi-autogenous
Mill linings & accessories

Company/Product

Rahnmet '92 produces bronze bushing and steel parts for cone and jaw crushers at its plant in North Bay, Ontario. There are several crusher models such as Nordberg, Allis Chalmers, Traylor and Telsmith for which Rahnmet produces parts.

Rahnmet has a reputation for its top quality products and its technical knowledge on the operation of crushers. Rahnmet's field representatives are called on extensively to trouble shoot on problems customers have with their crushers.

Rahnmet is currently the only company in Canada which manufactures the bronze bushings for cone crushers.

The bronze bushings for the cone crushers are marketed throughout Canada, U.S. and other overseas locations.

The bronze bushing market is very unique for Rahnmet because the type of cone crushers manufactured are used throughout the world and are all manufactured to the same standard sizes which allows parts to be in inventory to supply any geographical area without concern about dimension differentials.

The plan at Rahnmet '92 is to expand the firm's marketing capabilities in South America, Mexico, the Pacific Rim and Australia by selling its products through a manufacturer agent or a manufacturer of a related product who markets a given area. Priority is to come into contact with more people and businesses to help market products worldwide.

Geographic Marketing Activity

Active

Dominican Republic
France
Puerto Rico
Singapore
United Kingdom
United States

Interested

Central Africa
Central America
Central and Eastern Europe
East Africa
Former Soviet Union
Middle East
North Africa
North America
Pacific
South America
South Asia
South East Asia
Southern Africa
West Africa
Western Europe

Alliances/Contacts Sought

Agents

Distributors

R.E.G. Mining Parts & Equipment Co. Ltd.

Export Contact

Mr. Mark Garofolo
Owner

1197 O'Neil Dr. West
Garson, ON
P3L 1L5

Tel: 705-693-7900

Fax: 705-693-1772

Equipment/Services

UNDERGROUND MINING

Development

Drill rigs and jumbos
Raise climbers

Production & Service Equipment

Scraper winches & accessories
Tugger hoists

Production Drilling

Drills, hand held

Underground Transport, Rail-Mounted

Locomotive batteries

Underground Transport, Rail-Mounted

Locomotives, battery
diesel

electric trolley &
pantograph

Mine cars, tubes and wagons

Underground Vehicles

Articulated dump trucks

LHD's

Utility vehicles

Ventilation

Fans, auxiliary

Fans, main ventilation

Company/Product

R.E.G. Mining Equipment has been in operation for over twelve years and is mainly involved in the purchase of used mining equipment for the purpose of reselling to end users in a reconditioned state. The company is located in Garson (Sudbury), Ontario which is the centre of mining in Canada. Major client mining operations include INCO and FALCONBRIDGE whose Sudbury mines are within minutes of R.E.G.'s office. Other major customers include PLACER DOME, LAC MINERALS, AMERICAN BARRICK, as well as many smaller companies. R.E.G. enjoys a good relationship with its clients as indicated by continued repeat orders for equipment. Perhaps one reason for the firm's success is that it provides warranties with good back-up service.

Even with the present difficult economic climate in Canada, R.E.G. has managed to grow and last year moved to larger premises and a new 5,000 square foot rebuild shop is now being added. Six acres of land is fully used to store all equipment for customer inspection.

The company has shipped equipment all across Canada, from the frozen Arctic to both coasts, and to many locations in the United States. In the past year R.E.G. was fortunate to receive new orders destined for Chile, Peru, Bolivia, Venezuela and Guyana.

R.E.G. is able to accommodate most customer needs for a large variety of equipment, from products as large as mine hoists and ball mills to the smallest orders such as air tuggers and pneumatic pumps and tools. Through its computerized updating system, R.E.G. has files on most available equipment in Canada.

Geographic Marketing Activity

Active

Bolivia
Chile
Guyana
Mexico
Peru
Philippines
Singapore
United States
Venezuela

Interested

Argentina
Australia
Brazil
China
Columbia
Costa Rica
Indonesia
Korea, South
Pakistan
Vietnam

Alliances/Contacts Sought

Agents

Roscoe Postle Associates Inc.

Export Contact

Mr. Hrayr Agnerian
Consulting Geologist

1210 - 55 University Ave.
Toronto, ON
M5J 2H7

Tel: 416-947-0907
Fax: 416-947-0395

Equipment/Services

EXPLORATION

Exploration Software
Feasibility Studies
Geological Surveying Services
Ore Reserve Estimates

GENERAL

Construction Management
Financial Analysis

SURFACE MINING

Mining Engineering

Company/Product

Roscoe Postle Associates Inc. (RPA) was established in 1985 as an independent firm of geological and mining consultants based in Toronto, Ontario. Professional personnel have extensive experience in many countries, and have carried out consulting assignments for numerous North American and international companies and financial institutions. A brief description of RPA's services is as follows:

Estimation and verification of ore reserves

Using the most appropriate technique for the deposit. RPA will issue a report classifying the reserves to comply with the necessary regulatory requirements.

Valuation of exploration properties

Involves a detailed technical review of the property and an assessment of the potential for further exploration.

Valuation of mining properties

Involves technical due diligence and net present value by discounted cash flow techniques.

Conceptual mine design and cost estimation

At the prefeasibility stages of mining projects.

Financial analysis of mining projects

Provides a forecast of expected future operations and a cash flow summary of the project.

Technical review and monitoring of mining projects

By engineers and geologists who have extensive experience in mine operations and mining geology.

Computer aided management of technical data

Covering a wide range from drafting (AUTOCAD) to database management to open pit design. These services are tailored to fit the requirements of a specific project and to address particular requests.

Management of exploration projects and administration of mineral properties.

Geographic Marketing Activity

Active

Chile
Cuba
Peru
United States

Interested

Africa
Former Soviet Union
Southeast Asia

Alliances/Contacts Sought

Agents

RST Instruments

Export Contact

Mr. Robert Straghan
President

5 - 200 Golden Dr.
Coquitlam, BC
V3K 6M8

Tel: 604-941-4848

Fax: 604-941-4175

Equipment/Services

EXPLORATION

Geochemical Surveying
Equipment
Services

GENERAL

Blast Monitoring Equipment

Company/Product

RST Instruments is an established private Canadian manufacturer of innovative geotechnical instrumentation. Incorporated since 1977, the company has offices in both the U.S. and Canada and maintains agent representation worldwide. RST Instruments is a recognized leader in manufacturing a comprehensive line of geotechnical instrumentation. The company continues to research and develop innovative instruments to meet demanding and dynamic geotechnical applications. Company products are used primarily for monitoring field performance. Computer aided design enhances production of data gathering tools for mining, engineering, construction and environmental industries.

RST Instruments manufactures products at its Coquitlam, B.C. headquarters. The company consults with clients to identify application-specific challenges and then utilizes computer aided design to manufacture the necessary instrument and readout system. Further post-purchase technical assistance is provided. RST views its position within the industry as the dynamic leader in innovative engineering information accumulation systems.

Mining applications of RST products include monitoring of slope stability, load, pressure, stress, strain, shear movement, deformation, and borehole packing. In addition to these tangible, and largely application-specific products, RST offers industry-leading technical assistance to clients.

The company utilizes the highest quality of materials in the manufacture of its products and supports the building process with a fully computerized factory. It holds a patent for its Snap Seal inclinometer casing and is recognized as producing the top-rated water level meter. Furthermore, RST is recognized as the manufacturer of the most accepted pneumatic piezometers worldwide.

RST Instruments intends to establish business contacts with mining companies who have geotechnical and environmental supply requirements.

Geographic Marketing Activity

Active

Australia
China
Malaysia
Singapore
United States
United Kingdom

Interested

Argentina
Brazil
Chile
Guyana
Mexico

Alliances/Contacts Sought

Agents
Distributors

Scandinavian Grinding Mill Systems Inc.

Export Contact

Mr. Dennis Fenton
CEO

200 - 2916 South Sheridan
Way
Oakville, ON
L6J 7J8

Tel: 905-897-7469
Fax: 905-897-6924

Equipment/Services

MINERAL PROCESSING

Flotation Equipment
Agitators & mixers
Conditioners
Mechanical flotation units
Grinders
Autogenous, semi-autogenous
Grinding media
Mill linings & accessories
Kilns & Driers
Metallurgical Engineering
Plant design

Metallurgical Engineering
Process design & improvement
Pipework, Steel
Screening & Sizing
Screen docks, metal
Separation, Dry
Pneumatic
Separation, Wet
Centrifugal concentrators
Cones & spirals
Magnetic, high intensity
Tables

Company/Product

Scandinavian Grinding Mill Systems Inc. is an Ontario-based company that was formed in 1987 to supply grinding mills to the mining, cement, and coal industries. The company has 23 years of continuous experience in grinding mill design and systems analysis of large shell-supported mills, gearless drive technology, very large SAG mill designs, and a unique technology in the design of long (D/L ratio -5.0) triple compartment mills.

Scandinavian Mills' experience is not limited to grinding mill design but includes mill failure analysis, competitive bidding on new projects, and international experience in torsional vibration analysis and investigation of gear failures. Scandinavian Mills has used innovative designs for rotating equipment such as kilns, dryers, debarking drums, and tar tumblers. Raw mills with large diameter chambers and efficient drying capabilities are also a feature of Scandinavian's mill design and include shell support and large openings (if required). Screw conveyors and jacking cradles for aligning the mill are eliminated.

MILL DESIGN

Scandinavian Mills offers ball mills to the mining industry, including the Odin, Freya, and Viking Series, covering shell supported ball mills, wet overflow and grate mills, rod mills, shell supported SAG mills and pebble mills. Scandinavian Mills provides comprehensive mill manufacturing specifications and inspection, expert supervision in mill commissioning, and clear, concise manuals.

REPAIR TECHNOLOGY

Field services include reports, implementation of repairs, and inspection and quality control of new components.

TORSIONAL VIBRATION ANALYSIS TECHNOLOGY

Over the past decade, investigations of drive train failures in grinding mills, kilns, compressors, and fans and appraisal of drive train installations internationally has led to numerous technical publications and case history documentation.

PROCUREMENT AND REHABILITATION OF USED EQUIPMENT

Field service by experienced staff in dismantling and rebuilding of equipment is offered. All new components are made to Scandinavian Mills standards.

CONSULTING SERVICES

Scandinavian Mills offers reporting of field failures, inspection of used equipment, implementation of torsional assurance, and investigations on existing equipment.

Geographic Marketing Activity

Interested
Worldwide

Alliances/Contacts Sought

Agents
Joint Ventures

Schneider Canada Inc.

Export Contact

Mr. Rob Squire
Export Contact

6675 Rexwood Rd.
Mississauga, ON
L4V-1V1

Tel: 905-459-8805
Fax: 905-454-3603

Equipment/Services

GENERAL

Electrical Switchgear Products

UNDERGROUND MINING

Electrical Equipment

Controls, switches & boxes
Electrical distribution packages
Motor control gear
Starters
Transformers

Company/Product

Schneider Canada evolved in June, 1993 from the amalgamation of Federal Pioneer Limited, Square D Canada, Freeborn Industries, Merlin Gerin Canada, Telemecanique Canada, Jeumont Schneider and Schneider Canada Service. The predecessor companies date back to 1946. Prior to this amalgamation, some of the individual companies had been exporting from Canada for approximately 30 years. The firms' products are found in all five inhabited continents and include mining and related applications in Peru, Guyana, Chile, Indonesia, Philippines, Jamaica and others. Depending on the equipment and application, Schneider has supplied equipment to meet CSA, UL, NEMA, ANSI, and IEC standards.

Electrical distribution equipment provided includes circuit breakers, switches, panelboards, ground fault relays, switchboards, switchgear, substations, distribution and power transformers, starters, contactors, drives, industrial controls, and automation equipment.

Within the new association, Schneider has access to local representation and operations in most countries of the world. Schneider uses this local presence to good effect in marketing products and coordinating commercial activities. While Schneider Canada's operational language is English, the company also does business routinely in French and Spanish.

Geographic Marketing Activity

Active

Australia
Barbados
Bermuda
Central America
Hong Kong
India
Iraq
Jamaica
Pakistan
Saudi Arabia
South America
South East Asia
Taiwan
Trinidad-Tobago
United Kingdom
United States

Interested

Abu Dhabi
Algeria
Colombia
China
Kazakhstan
Kirgizistan
Morocco
Qatar
Russia
Syria
Yemen

Alliances/Contacts Sought

Smart Turner

Export Contact

Mr. Neil P. Flanagan
 Manager, International Sales

191 Barton St. East,
 P.O. Box 2027
 Hamilton, ON
 L8N 3S8

Tel: 905-727-1901
Fax: 905-727-8656

Equipment/Services

GENERAL

Pumps
 Acid
 High head
 Solids handling

Company/Product

Smart Turner is a Canadian company with over 100 years of experience in the design and manufacture of heavy duty industrial and municipal pumps and mixers.

The product range includes ANSI B73.1 and standard end suction, double suction, multistage, vertical sump, nonclog, refuse, and vertical cantilever centrifugals. Also available is a new line of rotary lobe pumps. Sizes range from 1.0 in to 12.0 discharge, while materials vary from cast irons and steels to a full selection of corrosion resistant alloys including bronzes, stainless steels, hastelloys and titaniums.

The quality and performance of Smart Turner's product is ensured by manufacturing quality assurance programs to CSA Z299.3 and .4, and pump testing to the standards of the Hydraulic Institute, all performed at the Hamilton, Ontario design and manufacturing facility.

Smart Turner's in-depth knowledge and commitment is an assurance of sound design, competent application, quality workmanship and superior service.

Geographic Marketing Activity		Alliances/Contacts Sought
<u>Active</u>	<u>Interested</u>	Agents
Brazil	Worldwide	Distributors
Colombia		
Guyana		
New Zealand		
Puerto Rico		
United States		

Stacion Ltd.

Export Contact

Mr. Don Newman
Manager, Sales

5 - 390 Tapscott Rd.
Scarborough, ON
M1B 2Y9

Tel: 416-291-3723
Fax: 416-291-3871

Equipment/Services

UNDERGROUND MINING

Underground Transport, Rail-Mounted
Locomotive batteries/chargers
Monorail D.C. power supplies

Company/Product

Incorporated in 1964, Stacion Limited is an established Canadian company specializing in the design, manufacture and applications of essential DC and AC power equipment. Over 75,000 Stacion power modules and systems are in service worldwide. A burgeoning world market for infrastructure, automation and telecommunications translates into a growth industry for requisite power systems. Stacion's mission is to increase its world market participation as a provider of power solutions with the high product quality and entrepreneurial spirit characteristic of the firm to date. Stationary power products encompass a complete spectrum of applications requiring a wide range of power. Stacion provides standard AC-DC, DC-DC and DC-AC power conversion modules, AC conditioners, and ancillary transfers. Supervisory and distribution modules configure a variety of optimum power systems. Such systems, designed and manufactured by Stacion and used with current battery technology, provide complete power solutions. The motive power products provided are industrial battery chargers for use with electric lift trucks, personnel carriers, emergency plant vehicles, mine vehicles, and automatic conveyor systems. Stacion products are available for either 60 hz or 50 hz AC operation.

DC

AC Ups and Power Conditioners
Telecommunications DC Power
Station Auxiliary DC Power
Motive Power Battery Chargers

AC

Lift Truck Battery Chargers
Mine-Loco Battery Chargers
Rail Road Float-Charge Rectifiers
Utility Float-Charge Rectifiers
Communication Rectifiers
Communication Power Plants
DC/DC Converters
Cemf Cells
Industrial Power Rectifiers
Electro Plating Rectifiers
Electro Phoresis Rectifiers

Inverter Ups-Systems
Inverter Standby Systems
Inverters 60 and 50 Hz
Frequency Converters for Fixed and Variable Input
AC-Line Regulator-Conditioners
High Speed or No-Break Transfer Systems
Ground Leakage Monitors
Specialty Transformers

Stacion's market base includes power utilities, telecommunications networks, transportation companies, resource industries, manufacturers, financial institutions, and governments of all levels. Stacion products are often chosen for critical applications in harsh environments and remote sites and are in service in many countries in the Americas, Europe, Indo-China, the Middle East, Africa and Indonesia. Product applications include airports, computer installations, generating stations, hospitals, lumber and paper mills, manufacturing plants, microwave and radio stations, military installations, mines, pipelines, refineries, satellite earth stations, and ships.

Geographic Marketing Activity

Active

Bahrain
China
Guyana
India
Israel

Interested

Korea, South
Thailand
Mexico

Alliances/Contacts Sought

Distributors

Stephens-Adamson Canada

Export Contact

Mr. Larry D. Bronson
 Manager, Business
 Development

P.O. Box 5900
 30 Franklin St.
 Belleville, ON
 K8N 5C8

Tel: 613-962-3411
 Fax: 613-962-9792

Equipment/Services

BULK MATERIALS HANDLING

Conveyors
 Belt cleaners
 Belt tensioning equipment
 Conveyor belting
 Conveyor drives
 Drive pulleys & idlers
 Installations
 Feeders & Feeder-Breakers
 Material Storage

Bin level indicators
 Bins, chutes, hoppers, &
 accessories
 Stackers & reclaimers

UNDERGROUND MINING

Production & Services Equipment
 Skips and cages
 Underground Storage
 Bunker conveyors
 Chutes & chute control
 mechanisms
 Feeders
 Winding & Hoisting
 Skips

Company/Product

Stephens-Adamson is wholly owned by Svedala Industries Canada Inc. which has its head office in Belleville, Ontario. This company has operated in Canada under the name Stephens-Adamson since 1928 and has branch offices in major Canadian cities. All export sales management is from head office.

A major portion of the firm's business is derived from export sales. Stephens-Adamson concentrates on bulk materials handling systems for shiploading ports and has considerable experience in coal handling systems.

Stephens-Adamson currently has agents in Japan for the marine industry and agents in the Caribbean. It is company practice to appoint agents on a project by project basis as appropriate.

Stephens-Adamson is recognized as a company capable of supplying turnkey systems for bulk materials handling equipment.

Geographic Marketing Activity

Active

Australia
 Denmark
 Ireland
 Israel
 Jamaica
 Japan
 Mauritania

Mexico
 Norway
 Puerto Rico
 South America
 South Korea
 Trinidad-Tobago
 United States

Interested

Worldwide

Alliances/Contacts Sought

Agents
 Direct Sales
 Joint Ventures

Surrette Battery Company Ltd.

Export Contact

Mr. David Surrette
President

Station Rd.
P.O. Box 2020
Springhill, NS
B0M 1X0

Tel: 902-597-3767

Fax: 902-597-8447

Equipment/Services

UNDERGROUND MINING

Underground Transport, Rail-Mounted
Locomotives, battery

Company/Product

Surrette Battery Company Limited is a manufacturer of lead acid batteries for a variety of applications including commercial, deep cycle, industrial, mining, marine, railroad and solar. The company is totally Canadian owned and has manufacturing facilities which were established in Springhill, N.S. in 1959.

In addition to serving Canadian markets, the company is actively involved in selling its product line in the United States as well as in other countries. The company's success in the United States has been with its line of high quality marine type batteries for commercial and pleasure craft.

Surrette Battery is a major player in mine locomotive batteries in Northern Quebec and Ontario. This product is available wet or dry charged. The battery can be supplied as a completed product or as components.

The company markets under the trade names "Surrette" and "Rolls". The "Rolls" name is used in the United States. The "Surrette" marine line is marketed across Canada and the Caribbean. The "Rolls" line is marketed on the east and west coasts of the United States.. The product is well known in the industry and is considered to be the leader.

The company has recently introduced a non-breakable diesel starting marine and solar battery with a simplified cell replacement system. The product is built with both an outer and an inner container, which ensures that, if the outer container should crack, no leakage will occur. The outer protective lid guarantees that neither dirt nor water will cause short circuits with the cell linkage. Each cell has its own container which simplifies cell replacement in the event of cell failure. The new design is available in four popular 6 volt sizes, six 8 volt and one 12 volt size.

Geographic Marketing Activity

Active

Chile

Interested

Central America
Eastern Caribbean
Northern Caribbean
South America

Alliances/Contacts Sought

Agents

Distributors

Joint Ventures

T.M. Engineering Ltd.

Export Contact

Mr. Tony Mariutti
President

8560 Baxter Place
Burnaby, BC
V5A 4T2

Tel: 604-421-5500
Fax: 604-421-0012

Equipment/Services

EXPLORATION

Assaying Equipment

MINERAL PROCESSING

Assaying & Sampling Equipment
Screening Machines

Company/Product

T. M. Engineering is a private company incorporated in 1973. The company is located in Burnaby, BC, where all business operation and manufacturing take place. The company's main product line is ore sample preparation equipment.

The TM Rhino Jaw Crusher is second to none for its continuous, reliable and efficient performance. It is designed to crush rocks as large as 5" X 7" down to -10 mesh in a single pass. Its superior design enables this extremely fine grinding while creating minimal dust and noise. TM Engineering also has a complete line of vibratory ring pulverizers for satisfying all pulverizing needs with a choice of either a unique self-adjusting clamping system or an automatic pneumatic clamping system. The pneumatic system is basically maintenance free with no mechanical parts to wear out and its ease of operation makes it extremely attractive. TM's range of pulverizers allows for grinding anywhere from 20 grams up to 4 kgs of material, along with long lasting trouble free service.

For over 20 years, the company has been successfully exporting 50% and more of its total production. TM Engineering is in the forefront of this industry by continually incorporating, in its products, new technological innovations through its research and development, with recent efforts particularly dedicated to automation.

The company currently markets its various sample preparation equipment directly to mining operations and laboratories throughout North America as well as in South America, Africa, and Asia. It would like to continue to expand into these areas through qualified distributorships and in areas of undeveloped markets.

Geographic Marketing Activity

Active

Costa Rica
Ghana
Guyana
Indonesia
Jamaica
Malawi

Interested

Malaysia
Mali
Mexico
Turkey
United States
Venezuela

Worldwide

Alliances/Contacts Sought

Agents
Dealerships
Direct Sales

Teledyne Canada Mining Products

Export Contact	Equipment/Services	
<p>Mr. B. (Dave) Pal V.P., International Business Development</p> <p>P.O. Box 130 35 N. Elgin St. Thombury, ON N0H 2P0</p> <p>Tel: 519-599-2015 Fax: 519-599-6803</p>	<p>BULK MATERIALS HANDLING</p> <p>Crushers Rock breakers</p> <p>SURFACE MINING</p> <p>Impact Breakers</p>	<p>UNDERGROUND MINING</p> <p>Production & Service Equipment Rock breakers Underground Vehicles Utility vehicles</p>

Company/Product

Teledyne Canada Mining Product (TCMP), a division of Teledyne Specialty Equipment, has been an international supplier of specialized equipment to the mining, construction and quarry industries for over 30 years. The company's capabilities include CAD engineering, CNC precision machining, heat treating, fabricating (Canadian Welding Bureau certified), and assembling.

The company's products provide innovative solutions and a wide range of applications. Typical applications include:

- Hydraulic breakers for construction, trenching and demolition and for breaking oversize in the open pit mining and quarries.
- Stationary Rock Breakers (Pedestal Mounted Hydraulic Breaker Systems) for breaking oversize in grizzlies and primary crushers
- Mobile Rock Breakers for breaking oversize in the grizzlies and drawpoints of underground mines
- Mobile Equipment for mine utility applications such as scissors lifts, service vehicles, AN/FO loading trucks, crane trucks, fuel/lube trucks, shotcrete trucks, etc.
- Mobile Scalers for mechanized scaling

The company has extensive international experience with qualified distributors in Australia, Thailand, Chile, Mexico, Peru, India, Saudi Arabia and Zimbabwe.

TCMP would like to establish contacts with mining companies and competent distributors wishing to deal with these quality products and services.

Geographic Marketing Activity		Alliances/Contacts Sought
<u>Active</u>	<u>Interested</u>	
<p>Australia China Ghana Indonesia Iran Israel Morocco Papua New Guinea</p>	<p>Puerto Rico Saudi Arabia South America Thailand Tunisia United States U.S. Virgin Islands Zimbabwe</p>	<p>Distributors</p>

Walter Dow Associates Ltd.

Export Contact	Equipment/Services	
<p>Mr. W. (Bill) Marshall President</p> <p>2256 Lakeshore Blvd. West Toronto, ON M8V 1A9</p> <p>Tel: 416-236-8880 Fax: 416-236-9160</p>	<p>GENERAL</p> <p>Mine Management Consulting</p> <p>MINERAL PROCESSING</p> <p>Metallurgical Engineering Plant design</p>	<p>SURFACE MINING</p> <p>Mining Engineering</p> <p>UNDERGROUND MINING</p> <p>Mining Engineering Services</p>

Company/Product

Walter Dow formed his consulting business in 1947 and in 1954 it became Walter Dow & Co. Ltd. In 1984 the company name was changed to Walter Dow Associates Ltd. and remains an all Canadian employee-owned corporation. Over the years Walter Dow Associates has been involved in the design of installations in mines, metallurgical plants, cement plants, pulp and paper plants, petrochemical plants, aggregate plants, water treatment/sewage plants, environmental control facilities and power generation facilities. Description of services is as follows:

- Feasibility Studies
- Electrical/Instrumentation/Mechanical/Civil/Structural Engineering and Design
- Tendering and Procurement
- Studies and Reports
- Bills of Material
- Start-up and Assistance
- Expediting and Inspection
- Preparation of Contract Documents and Specifications
- Insurance and Legal Investigation
- Supervision of Construction
- Construction Management
- Equipment Evaluation and Appraisal Reports
- Scheduling, Estimating and Cost Control

Walter Dow Associates Ltd. has performed consulting engineering design services across Canada and internationally in Europe, Africa, South and Central America, the USA, the Middle East, Australia, New Zealand and the Caribbean. The head office of Walter Dow Associates Ltd. is located in Toronto, Ontario, Canada.

Walter Dow Associates Ltd. is interested in pursuing and developing engineering/design sales worldwide. Contact with agents and/or distributors in the engineering/design market would be welcome. Walter Dow Associates Ltd. would also entertain licensing arrangements with overseas companies seeking to broaden or strengthen their engineering/design services.

Geographic Marketing Activity		Alliances/Contacts Sought
<u>Active</u>	<u>Interested</u>	
<p>Africa</p> <p>Australia</p> <p>Caribbean</p> <p>Central America</p> <p>Dominican Republic</p> <p>European Common Market Countries, (EEC)</p>	<p>Ghana</p> <p>Greenland</p> <p>India</p> <p>Middle East</p> <p>Philippines</p> <p>South America</p> <p>South Africa</p> <p>United States</p>	<p>Worldwide</p> <p>Agents</p> <p>Distributors</p> <p>Joint Ventures</p>

Westcoast Drilling Supplies Ltd.

Export Contact

Ms. Coleen Morgan
Controller

6 - 2351 Simpson Rd.
Richmond, BC
V6X 2R2

Tel: 604-278-4954
Fax: 604-278-4914

Equipment/Services

EXPLORATION

Drilling Equipment & Services

SURFACE MINING

Drilling Equipment
Blasthole drills
Blasthole drill consumables

UNDERGROUND MINING

Development
Drill rigs & jumbos
Drill consumables
Drill bits
Drill steel, rods, couplings, etc.
Ground Support
Rock bolting equipment

Production Drilling
Drill rigs
Drilling services

Company/Product

Westcoast Drilling Supplies Ltd. is a private Canadian company incorporated in 1978. The head office is in Richmond, B.C. with agents in Kamloops, B.C., Whitehorse, Yukon and Mexico City. The company caters to the overall drilling industry as a manufacturer and a manufacturer's agent.

The company supplies all drilling needs for exploration work, mining, construction, open pit and geotechnical work. It also provides a consulting service to drilling contractors. The company's main strength is in drilling fluids and putting drilling programs together for mining companies.

Westcoast Drilling Supplies Ltd., as a specialty company in its field, ships to customers worldwide including: Tanzania, Ghana, Chile, Venezuela, Guyana, South Korea, New Zealand, and Australia.

The company welcomes inquiries from firms that are interested in handling its products.

Geographic Marketing Activity

Active

Australia
Bolivia
Chile
Ghana
Guyana
Korea, South
New Zealand

Panama
Saudi Arabia
South Africa
Tanzania
United States
Venezuela

Interested

Greenland
Mexico
Mongolia
Surinam
Tunisia

Alliances/Contacts Sought

Wilson Machine Company Ltd.

Export Contact

Mr. Peter Wilson
Manager, Marketing

2299 Lapierre St.
Lasalle, QU
H8N 1B7

Tel: 514-365-4101

Fax: 514-365-7511

Equipment/Services

BULK MATERIALS HANDLING

Conveyor Drives

SURFACE MINING

Drilling Equipment

Blasthole drills

Blasthole drill consumables

UNDERGROUND MINING

Coal Face Equipment

Drives, gears & transmissions

Electrical Equipment

Power transmission equipment

Production & Service Equipment

Scraper winches & accessories

Company/Product

Wilson Machine Co. Ltd. commenced operations in April 1913 in Montreal. Started as a general machine shop by the Wilson family, the company has now grown to a manufacturing firm with 100+ employees, that specializes in gear-based and custom machinery. Wilson Machine employs skilled and trained personnel in the manufacturing, engineering, administration and management fields. To this day the company remains as a privately held Canadian corporation.

Wilson Machine is active in many equipment markets including steel mill, marine, mining, defence, aerospace, and pulp and paper, to name a few. In-house engineering capabilities permit Wilson to produce specialized machinery to customer's specifications. In addition to producing complete gearboxes and machinery, Wilson fabricates open gearing from either samples or drawings, and can perform complete overhauls or rebuilds on your existing gearboxes and machinery.

Over the past five years, Wilson Machine has undergone a major upgrading of manufacturing facilities to include the latest in numerical control technology. The major facilities include:

- Gear cutting
- Gear profile grinding
- lathe (CNC and engine)
- CNC Machining centres
- boring mills (vertical and horizontal)
- milling machines
- welding and fabrication shop
- surface and cylindrical grinding

In addition to the above, Wilson has specialized computerized gear checking equipment made by MAAG in Switzerland which is used as part of its quality assurance system. Due to the involvement in defence and aerospace work, Wilson Machine has implemented a thorough quality assurance system which meets CSA Z299.3, MIL-I-45208, and NATO AQAP-4. The quality assurance system has been audited by the Canadian government as well as many U.S. and Canadian prime contractors.

Wilson looks forward to being of service to you in the future.

Geographic Marketing Activity

Active

Guyana

Interested

Brazil

Chile

Colombia

Mexico

Venezuela

Worldwide

Alliances/Contacts Sought

Agents

Distributors

Joint Ventures

ANNEX H: ADDITIONAL INFORMATION

ANNEXE H: INFORMATIONS ADDITIONNELLES

- ☞ Guyana Assents to EPA, [Guyana Chronicle](#)
- ☞ Gold Scam Update: Legal Minds Combing Documents, [Guyana Chronicle](#)
- ☞ Major New Canadian Gold Investments Likely Here, [Guyana Chronicle](#)
- ☞ Placer Dome Coming Back, [Stabroek News](#)
- ☞ Caterpillar Firm Plans To Be More Aggressive, [Guyana Chronicle](#)
- ☞ Firms Near Accord On New Miing Exploration, [Guyana Chronicle](#)

Guyana CHRONICLE

\$20

GUYANA'S MOST WIDELY CIRCULATED NEWSPAPER

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On World Environmental Day

Guyana assents to EPA

BY NIVEDITA
KOWLESSAR

PRIME Minister, Mr Sam Hinds formally launched a national Environmental Protection Agency (EPA) yesterday, stating, emphasis will be placed on training and recruiting staff for monitoring and enforcement.

The launching followed passage of the Environmental Protection Act in Parliament on May 6.

Hinds gave formal assent for the new establishment at a special ceremony to mark World Environment Day at the National Cultural Centre in Georgetown.

He said the body will absorb the current Environmental Unit, based at the Office of the President and a full board of directors will be named shortly.

An inter-agency committee is also to be activated.

The structure and composition of the EPA are based on many consultations, like the process which led to the passing of the legislation, Hinds explained.

Representatives of Government agencies, the private sector, Non-Governmental Organisations (NGO's) and technical experts have examined the tasks to be carried out in different sectors, the staff and resources necessary, and ways in which co-operation with sectoral agencies can be best arranged.

The Prime Minister noted these considerations cannot be regarded as absolute but provide a guide for the way in which the agency is to be built.

Its wide range of functions will require considerable staff

and facilities, and it will not be possible to obtain all of it immediately.

The body is expected to grow in strength gradually and steadily, and Hinds said strenuous efforts will be made to recruit new staff and where necessary, there will be part-time appointments.

Emphasis is to be placed on recruiting and training staff for monitoring and enforcement and hinterland residents will be specially included, he explained.

Simultaneously, a wide scale environmental education and public awareness programme will be maintained to encourage self-monitoring and environmentally sound behaviour.

Laboratory facilities will be developed for monitoring.

Hinds thanked the Inter-American Development and

World Banks, and the United Nations Development Programme for support in the preparatory work leading to the launching and said the authorities look forward to their continued assistance during the testing period ahead.

He added that continuous work has to be done to develop regulations to support the legislation and said legal experts will work closely with the private sector and NGO's to make the resolutions broadly acceptable.

"The Government of Guyana is fully committed to pursue a path of sustainable development. As a nation, we need to rapidly accelerate the growth of our economy and for this, the utilisation of our natural resources is vital."

Hinds noted several
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Guyana assents to EPA

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pressures to restrain investments, some of which have been based on low levels of expertise and overall capacity to effectively monitor the operations, especially in forestry and mining.

But some people have taken positions based on inadequate information and misrepresentations.

"We recognise that operations in forestry and mining in Guyana (and) other countries of the world, have led to various degrees of environmental degradation.

"Certain attitudes and practices of operators require that a strong system of monitoring be put in place to limit the damage which may arise from these operations," he told a big gathering of schoolchildren, members of the diplomatic corps and other officials.

Hinds added that Guyana, like many other developing countries, must rapidly create the very strong monitoring capacity required.

The country welcomes assistance to overcome the shortage of trained personnel, inadequacy of relevant staff and the inability to properly equip agencies which bear the responsibility for monitoring and enforcement, he stated.

Recognising these limitations, the authorities have been approaching new investments with great caution, especially in

the forestry sector.

But steps are being taken to strengthen the capacity of key agencies like the Guyana Forestry Commission, which is receiving assistance from the British-based Overseas Development Administration.

While this is taking place, the conditions for the new investments and the nature of exploratory leases have been established, the Prime Minister explained.

New investments will, therefore, be made in an organised way and under strict conditions, aimed at ensuring sustainability.

With the passing of the Bill, a comprehensive approach to environmental protection has been developed, as it requires environmental impact assessments as a condition for permitting certain operations.

The legislation also establishes procedures for their review and identifies polluting activities as offences and provides for appropriate penalties.

Hinds said the EPA will not operate in isolation and a number of special working groups will be set up to support its efforts and staff.

He encouraged individuals and organisations to give meaningful assistance to it, especially in its stage of infancy.

In addition, the Government is establishing a National Protected Areas System (NPAS) with support from the World Bank's Global Environment Fa-

cility (GEF).

Hinds said the lack of expertise or incapacity must not hinder the development thrust of countries, and the more developed states need to assist those least developed to build their capacity to ensure development proceeds on a sustainable basis.

"A new relationship is necessary," he observed, adding, Guyana has been making a serious effort to contribute to the global effort of promoting sustainable development.

On March 15, Parliament approved the establishment of the Iwokrama Rainforest Centre, giving legal status to a programme for which almost 1M acres of pristine tropical rainforest have been set aside.

The site is expected to serve as a huge, open laboratory to give scientific basis to the concept of sustainable utilisation of the resources of the forest.

Emphasis will be placed on the real and potential uses of the

resource, for example, in producing pharmaceuticals, its role in slowing the rush of rainfall to the rivers and oceans, and as the lungs of the world to remove carbon dioxide and supply oxygen to the atmosphere.

World Environment Day coincided with Iwokrama Foundation Day and GEF Chairman and Chief Executive Officer, Dr Mohamed El-Ashry delivered a special lecture, titled 'Global Environmental Security.'

Environmental Advisor to the President, Mr Navin Chandarpal and Co-ordinator of Environmental Affairs, Office of the President, Dr Lake Chatarpal also spoke at the ceremony.

Calypsonians 'Tempest' and 'Ayambo' did a special song and Ms Rosamund Addo recited a fitting poem during the programme.

It was held under the global theme of 'Our Earth, Our Habitat, Our Home'.

Gold Scam update

Legal minds combing documents

LEGAL authorities are combing a stack of documents including valuable Customs records on gold exports into the United States, originating from Guyana. But sources say the billion-dollar scam probe is far from over.

"There is enough basis to launch a (further) investigation with a view to prosecution," sources said yesterday, but cautioned that the inquiry remains "at the stage of discovery" and will likely take a long time.

Senior Finance Minister, Mr Bharat Jagdeo told reporters Friday that United States Ambassador, Mr David Hobbs Thursday afternoon submitted "a huge pile of documents" to him.

The some 200 papers covering several years, including recently, were passed over to the Director of Public Prosecutions, Mr Ian Chang for scrutiny.

Sources said the Customs' records from various American ports of entry are being sifted to determine which offer evidence for "the best chances of success".

Noting "documents can't be put on trial" sources observed that the Government has to secure enough hard-core evidence to build a proper case against those Guyanese individuals fingered in the

probe.

"It is a selective process," a source declared.

Uncovering this paper trail could lead to persons being charged with Customs violations.

However sources pointed out that some investigative muscle will be first needed to do this, with the supporting involvement of the Guyana Gold Board, the Customs and Excise Department and the Immigration authorities.

"There are enough grounds for such a (full-scale) investigation" a source argued, but pointed to the complexities of the case entailing identifying and establishing linkages among courier, supplier and financier.

Big operators fingered in the racket have since taken a 'back track' route in their illegal trade.

Jagdeo allowed there are such diversions, telling journalists at the GTV 10 briefing, the illegal gold trade is continuing "but not through traditional routes."

"We are always concerned that there is a route through (turn to centre pages)

Legal minds combing documents

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Trinidad" since "when we were looking at numbers in one year, (that country) exported about US\$20M worth of gold."

Trinidad is not a gold producer and investigators believe the raw item being channelled through the twin-island state, emanates from South American producers Guyana and Venezuela.

Last year, linkages surfaced with the continental states, including Chile and Bolivia.

In one instance, some 2,000 pounds of the yellow metal was ferried overseas over a three-month period.

A list with the names of the alleged smugglers was compiled by the United States Department

of Commerce at the request of the Guyana Government and copies were forwarded to Head of the Presidential Secretariat, Dr Roger Luncheon; Presidential Adviser, Navin Chandarpal and Inland Revenue Commissioner, Khurshid Sattaur.

Officials uncovered the scheme during routine tax checks, which showed the commodity was being shipped to

agents in the United States, without being officially declared here.

The Guyana Gold Board is the only local agency licensed to trade in gold.

Recently, Head of the Presidential Secretariat, Dr Roger Luncheon said the Government is "vigorously trying" to gather evidence in the scam.

The United States authori-

ties including personnel from the Justice Department and Customs "have been cooperating fully with this administration in the pursuit of specific, valid (and) reliable information that I presume are thought necessary, (before relevant) steps (can) be taken to address these breaches", he had reported. (Indranie Deolall)

Major new Canadian gold investments likely here

PLACER Dome, one of Canada's largest mining companies, has again expressed strong interest in major gold investments in Guyana.

The renewed interest came at a meeting in Toronto yesterday between President Cheddi Jagan and the company's Chairman, Mr Robert Franklin, the Guyana Information Services (GIS) reported.

The agency said Placer Dome is interested in a 51 per cent equity-interest in suitable properties and will finance and develop sites identified by the

Government and found to be economically viable.

Representatives from the Vancouver-based Placer Dome Inc, and International Business Investments (IBI), another major exploration and investment firm, are expected to jointly visit Guyana shortly at the invitation of the Guyana Head of State.

The expressions of intent and the invitation to visit Guyana were announced at a press briefing yesterday morning attended by President Jagan, Franklin and Mr Edward Lai, President of International Busi-

ness Investments.

President Jagan, on the last of a 12-day visit to Canada, told the press briefing "Guyana needs more development of its resources."

In this regard, the President said, "we welcome Placer Dome whose wide experience and knowledge of the gold industry should help to develop one of the country's main resources," GIS said.

Franklin said he was pleased to have the support and cooperation of the Guyana Government.

"We believe that there is potential for large scale deposits in Guyana," he said.

Lai said Guyana offers "excellent proposals" for gold mining and was "very excited by this opportunity which gives us great access to Guyana's considerable gold reserves."

Placer Dome was in Guyana some years ago and left in 1989 without making any investment. Interest in Guyana was renewed recently with the improved prospects for gold operations in Guyana, GIS said.

Yesterday, the President also

met with the L'Association Miniere du Canada (Canadian Mining Association) which comprises representatives of Cambior, Golden Star, Price Waterhouse, and a dozen other big mining companies, some of which are already investing in the gold sub-sector in Guyana.

During the meeting with heads of the top mining outfits, Dr Jagan reiterated the Government's commitment to foreign private investment and assured potential investors of conducive political, economic and legislative climate for such investments.

The President repeated the Government's policy to create a level playing field for all investors in mining, remove red tape in the processing of applications, adhere to environmental laws, respect the right of workers and the indigenous peoples, uphold free access to foreign exchange and repatriation of profits, transparency in all transactions and mutually beneficially business projects for investors and Guyana.

There was support for the Government's efforts to put in place a comprehensive mining policy and request that investors also be involved in the process.

The President assured the gathering that such consultations will take place, GIS said.

While in Toronto, the President also met with Head of the UNAMCO, Mr. Das Kanagalingam and discussed several areas of mutual interest.

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Canadian gold investments...

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interest in the forestry sector.

Dr Jagan welcomed UNAMCO's proposal to establish a medium-sized saw mill, plywood plant and housing complex, and he promised to take measures to expedite the applications.

Yesterday evening, the President was scheduled to meet with Guyanese in Kitchener, a city west of Toronto, and home to about 15,000 Guyanese.

He is expected home today.

Placer Dome coming back

SIX years after it pulled out of the search for gold at Omai, the huge Canadian mining firm Placer Dome has signalled renewed interest in mineral deposits here.

This was announced yesterday by President Cheddi Jagan at a press conference in Toronto, Canada which he shared with top officials of Placer Dome and another major exploration and investment firm, International Business Investments (IBI).

A statement from the Guyana Information Services (GIS) yesterday said that Placer Dome expressed "strong interest in major investments in Guyana" following a meeting between Dr Jagan and the company's Chairman Robert Franklin.

President Jagan was quoted as telling the press conference

"we welcome Placer Dome whose wide experience and knowledge of the gold industry should help to develop one of the country's main resources".

Franklin was quoted as saying "we believe that there is potential for large scale deposits in Guyana".

IBI Chief Executive Officer Edward Lai told the press conference that Guyana offers "excellent proposals" for mining and his company is "very excited by this opportunity which gives us great access to Guyana's considerable gold reserves".

The GIS statement said that Placer Dome is interested in 50% equity in suitable properties and will finance and develop sites identified by the government and found to be viable commercially.

Placer Dome officially

pulled out of Guyana in May 1990 citing what it termed an unattractive profit of margin at the Omai mine it was surveying in a joint venture with Golden Star Resources Limited (GSR). Placer Dome had just completed a pre-feasibility study on the Omai property and had told Stabroek News then that the US\$20M the company had planned to sink into Omai could be profitably deposited in a bank earning interest. The company also cited the price of gold on the international market at that time and the size of the deposit at Omai. Placer Dome had invested CDN\$8M in Omai.

GSR disagreed with Placer Dome's prognosis for Omai and hired another company, Fluor, to undertake a feasibility study. On completion, GSR and another large Canadian mining firm,

Cambior Inc established Omai Gold Mines Limited which began commercial operations in 1993.

The GIS statement also said that the President yesterday met with L'Association Miniere du Canada which included representatives of Cambior, GSR, Price Waterhouse and other large mining companies.

The President - who was on a 12-day visit to Canada - reiterated at the meeting his government's commitment to foreign private investment, GIS said. That statement added that Dr Jagan repeated the government's pledge not to nationalise foreign entities and his commitment to create a level playing field.

GIS said that there was also

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Placer Dome coming back

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support for the government's efforts to put in place a comprehensive mining policy and a request for investors to be involved. Dr Jagan assured the gathering that such consultations will take place. Overseas mining companies have urged the Guyana Government to put

together an overall mining policy.

While in Toronto, the President also met with head of the Malaysian firm, UNAMCO, Dato V Kanagalingam, and discussed forestry-related issues. The release said that UNAMCO's plans to set up a medium size sawmill, plywood plant and housing complex were

welcomed by the President who promised to speed up the applications. UNAMCO has a forestry concession here.

The President was scheduled to end his visit to Canada last evening at a meeting with Guyanese in Kitchener, a city west of Toronto. He is due back home today.

Caterpillar firm plans to be more aggressive

BY ALLISON BUTTERS

THE Machinery Corporation of Guyana Limited (MACORP), which lost a recent bid to supply additional power to the GEC, using its renowned Caterpillar sets, plans to compete "more aggressively" on the local scene in the future.

MACORP General Manager, Mr Jairo Piedrahita at a press conference yesterday at the company's Providence, East Bank Demerara office, acknowledged the Government's choice of the Finnish company, Wartsila Diesel to provide 22MW sets to be installed at the GEC Kingston power station.

He said Caterpillar engines can operate at lower speeds (750 RPM) but the quotation of 1000 RPM was used in its bid because officials were thinking of the GEC's planned conversion from 50Hz to 60Hz.

Flanked by Finance Manager, Mr Bertrand Dhurjon, Piedrahita said: "We (MACORP/Caterpillar) participated in a 22MW bid. We lost the bid."

He explained that the firm's last proposal for the GEC (Guyana Electricity Corporation) project was late - May 3, 1996.

And although Caterpillar's engines can work at 750 RPMs/50Hz, the firm quoted a speed of 1000 RPMs, he said.

"We will be there more aggressively in the future," Piedrahita declared.

Following the announcement of the Wartsila choice, Prime Minister Sam Hinds responded to charges in some quarters about the evaluation and selection process.

In a statement Saturday, he

dismissed speculation of possible misuse of public funds and political misconduct and said there was "no basis for imagining any form of corruption."

Hinds explained the criteria used, from the first advertisement for tenders in 1993, and outlined certain features of the Finnish generating sets, scheduled to be fully operational by year-end.

According to the Prime Minister, among the factors considered was the offer for financing that the bidder was able to commit to at the time of the evaluation.

The factors used in ranking the proposals for technical merit were: type of equipment; number of units proposed; fuel and lube oil consumption; operation and maintenance proposals, including the costs per KW hour and the proposed contractor and delivery dates.

Other factors studied included down payments, financial terms offered and the total cost per KW hour averaged over the life of the installation.

At the end of the process MACORP was rated second.

Piedrahita yesterday said Caterpillar's product is of superior standards, which the company is proud of and added that its track record in Guyana to date is good.

He declined to talk about prices contained in his company's proposal.

However, in his statement, Hinds had said the offers of free rental and the gift of a number of sets would have in effect reduced the MACORP price from US\$19M to US\$17M, just below the Wartsila price of US\$17.6M.

Hinds, however, pointed out that the Caterpillar sets run at 1000 RPM, much higher than the 750 RPM of the Wartsila sets selected, and still higher than the Wartsila sets at 900 RPM priced at US\$14.2M.

Firms near accord on new mining exploration

BY ROBERT BAZIL

GOLDEN Star Resources Limited and the Barama logging firm are on the verge of signing an agreement for gold and diamond exploration in the North West District.

Prime Minister Sam Hinds, who made the announcement at a press briefing yesterday, said parts of the land being looked at by Golden Star are entirely or partially within the forestry concession Barama has in the area.

President Cheddi Jagan recently called for maximum use of land to speed up development of the country's resources.

In 1993, Golden Star sought permission from the Guyana Geology and Mines Commission (GGMC) to conduct geological and geographical surveys for gold and diamonds over certain tracts in northwestern Guyana.

This permission was granted by the Prime Minister on January 14, 1994, after which the company embarked on a work programme, officials explained yesterday.

As the programme progressed, it became clear that difficulties could arise on multiple land use issues because some of the land is located within the Barama timber concession.

These issues include the use of infrastructure such as bridges and roads, and medical facilities, the officials said.

However, the primary concern was environmental matters explicitly mentioned in the For-

est Management Plan the Barama Company Limited (BCL) was required to submit to the Guyana Forestry Commission (GFC) as part of its agreement with the Government.

Prime Minister Hinds said these conditions were intended to cover the efficient management of the company's logging operations, to avoid or minimise degradation of the environment because of over-harvesting or unnecessary destruction of unusable timber resources.

BCL created mechanisms to fulfill this objective, the more important being the establishment of its Block Management System, biodiversity reserves and research plots administered by the Edinburgh Centre for Tropical Forests.

According to Hinds, for-

estry companies are operating in forested areas, but there is also a need for firms going there to explore for minerals.

"The average situation is that, may be, five per cent of an area in the hinterland or anywhere would yield minerals sufficient to make an economic venture, and we need to have an arrangement with the mineral companies to explore all of Guyana, essentially, and from time to time where they do find potentially or finally a mine...we have to make arrangements for that," he explained.

He said the Barama agreement with the Government includes a clause under which the firm has first refusal - the right to put a proposal for any kind of mineral development within (turn to centre pages)



DEAL near: Prime Minister Sam Hinds and others at the briefing yesterday.

Firms near accord on new mining exploration

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the areas of the Timber Sales Agreement (TSA).

The Prime Minister noted that persons who enter into a TSA usually have some long-term commitments to the area where there are environmental issues and relationships with the local people, particularly Amerindians.

In November 1995, the GGMC published in the Official Gazette its intention to grant prospecting licences to Golden Star Resources Limited to explore for gold and diamonds in the North West District.

On January 22, 1996 Golden Star was informed approval had been granted for issuing nine

prospecting licences, including those gazetted in November 1995.

Subsequent to this, Barama submitted a formal petition to President Cheddi Jagan on January 11, 1996 objecting to the intended granting of five prospecting licences to Golden Star for properties within its concession, officials said.

The primary grounds to the objection were that exploration activities within the concession would compromise BCL's ability and legal right to beneficially utilise the timber resources, and also compromise the integrity of its sustainable harvesting and environmental programmes put in place as stipulated in its agreement with the

Guyana Government.

Since then a resolution of the problem has been sought through the intervention of the Prime Minister who chaired a meeting between the management of both companies early last month.

Discussions have reportedly reached the point where protocols governing the environmental and operational aspects of the agreement are being finalised.

Officials said these talks are continuing in an atmosphere of cooperation and good faith with the understanding that a mutually acceptable solution would be for the benefit of all parties involved.

The parties hope the imminent signing of the proposed

agreement will signal the beginning of a new phase in the extractive industry, where companies in timber and mineral extraction could collaborate and co-exist in a manner befitting of responsible corporate citizens while at the same contributing to the development of Guyana.

Among those at yesterday's briefing were Executive Director of Golden Star Resources, Mr Hilbert Shields and other officials and GGMC Commissioner, Mr Brian Sucre and his Deputy, Mr William Woolford.

Golden Star Resources is one of the shareholders in the Omai gold mine, owned largely by another Canadian firm, Cambior. (ROBERT BAZIL)

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Market opportunities in Guyana for
Canadian mining companies

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