



LATIN AMERICA DESK



AEM INTERNATIONAL MARKET DEVELOPMENT SERVICES

Country: Argentina

Product Code	Harmonized Code	Description	Associate Membership cost	Mid-Level Membership Cost	Full Membership Cost
LARA100	84295900	Backhoes, Ditchers & Trenchers	\$199	\$149	\$99
LARA101	84306100	Tamping or Compacting Machinery, Not Self-propelled	\$199	\$149	\$99
LARA102	84671900	Pneumatic Tools for Construction or Mining, Hand-directed, Other than Rotary	\$199	\$149	\$99

Data for other Harmonized Numbers is available upon request, and is subject to availability. Data contains complete information on importer's name, unit totals, FOB and CIF values, brand, country of origin, import duty, port of origin, etc.

Country: Brazil

Product Code	Harmonized Code	Description	Associate Membership cost	Mid-Level Membership Cost	Full Membership Cost
LARB100	84295900	Backhoes, Ditchers & Trenchers	\$100	\$85	\$80
LARB101	84306100	Tamping or Compacting Machinery, Not Self-propelled	\$100	\$85	\$80
LARB102	84314900	Attachments for Backhoes, Front-end Loaders, Scrapers, and other Machinery	\$100	\$85	\$80

Data for other Harmonized Numbers is available upon request, and is subject to availability. Data contains information on FOB value, country of origin, arrival date, port name, and quantity.

Country: Chile

Product Code	Harmonized Code	Description	Associate Membership cost	Mid-Level Membership Cost	Full Membership Cost
LARC100	84671900	Pneumatic Tools for Construction or Mining, Hand-directed, Other than Rotary (17 pages)	\$199	\$149	\$100
LARC101	87164000	Other trailers and semi-trailers (4 pages)	\$199	\$149	\$100
LARC102	87054000	Concrete Mixers, Special Purpose Vehicle (3 pages)	\$199	\$149	\$100
LARC103	87041000	Dumpers (4 pages)	\$199	\$149	\$100
LARC104	84791000	Pavers, Finishers, Spreaders for Concrete (10 pages)	\$199	\$149	\$100
LARC105	84641000	Saws for Concrete, Stone, Other (4 pages)	\$199	\$149	\$100
LARC106	84306100	Tamping or Compacting Machinery, Not Self-propelled (3 pages)	\$199	\$149	\$100
LARC107	84304100	Boring or sinking machinery, Self-propelled (4 pages)	\$199	\$149	\$100
LARC108	84295900	Backhoes, Ditchers & Trenchers (7 pages)	\$199	\$149	\$100
LARC109	84269100	Other Lifting Machinery Designed for Mounting on Road Vehicles (10 pages)	\$199	\$149	\$100
LARC110	84292000	Graders and Levelers (2 pages)	\$199	\$149	\$100
LARC111	84294000	Tamping Machines and Road Rollers, Self-propelled (5 pages)	\$199	\$149	\$100
LARC112	84144000	Air Compressors Mounted on Wheeled Chassis for Towing (14 pages)	\$199	\$149	\$100
LARC113	84314900	Attachments for Backhoes, Front-end Loaders, Scrapers, and other Machinery (508 pages)	\$199	\$149	\$100

Data for other Harmonized Numbers is available upon request, and is subject to availability. Data contains complete information on importer's name, unit totals, FOB and CIF values, brand, country of origin, etc.

Country: Colombia

Product Code	Harmonized Code	Description	Associate Membership cost	Mid-Level Membership Cost	Full Membership Cost
LARCO100	84295900	Backhoes, Ditchers & Trenchers	\$199	\$149	\$100
LARCO101	84295100	Excavators, Backhoes, Shovels, Clamshells and Draglines, Self-propelled	\$199	\$149	\$100
LARCO103	87041000	Dumpers	\$199	\$149	\$100

Data for other Harmonized Numbers is available upon request, and is subject to availability. Data contains complete information on importer's name, unit totals, FOB and CIF values, brand, country of origin, etc.

Country: Mexico					
Product Code	Description		Associate Membership cost	Mid-Level Membership Cost	Full Membership Cost
LARM100	Total Annual 1999 and 2000 Import Sales per Harmonized Number. Data includes: product description, country		\$20	\$17	\$16

Country: Peru					
Product Code	Harmonized Code	Description	Associate Membership cost	Mid-Level Membership Cost	Full Membership Cost
LARP100	87041000	Dumpers (4 pages)	\$199	\$149	\$100
LARP101	84295900	Backhoes, Ditchers & Trenchers	\$199	\$149	\$100

Data for other Harmonized Numbers is available upon request, and is subject to availability. Data contains complete information on importer's name, unit totals, FOB and CIF values, brand, country of origin, import duty, port of origin, etc.

Country: Uruguay					
Product Code	Harmonized Code	Description	Member Cost	Member Cost	Member Cost
LARU100	84295900	Backhoes, Ditchers & Trenchers	\$199	\$149	\$100
LARU101	84306100	Tamping or Compacting Machinery, Not Self-propelled	\$199	\$149	\$100
LARU102	84671900	Pneumatic Tools for Construction or Mining, Hand-directed, Other than Rotary	\$199	\$149	\$100

Data for other Harmonized Numbers is available upon request, and is subject to availability. Data contains complete information on importer's name, unit totals, FOB and CIF values, brand, country of origin, import duty, port of origin, etc.

Country: Venezuela					
Product Code	Description		Associate Membership cost	Mid-Level Membership Cost	Full Membership Cost
LARV100	Total Annual 1999 Import Sales per Harmonized Code Number. Data includes: product description, and country of origin.		\$20	\$17	\$16

Agent/Distributor Lists

Description: Each list is comprised of 50-60 independent dealers, including its respective contact person, product brands, address, telephones, fax numbers, year established, etc.

Product Code	Country	Associate Membership cost	Mid-Level Membership Cost	Full Membership Cost
LAADL01	Argentina	\$500	\$425	\$400
LAADL02	Brazil*	\$250	\$213	\$200
LAADL03	Chile	\$500	\$425	\$400
LAADL04	Ecuador	\$400	\$340	\$320
LAADL05	Mexico - updated May 2003	\$250	\$250	\$250
LAADL06	Peru	\$500	\$425	\$400
LAADL07	Venezuela (contact person not provided)	\$250	\$213	\$200

*Provides only company name, address, and phone numbers.

Agent/Distributor Search

Product Code	Description	Associate Membership cost	Mid-Level Membership Cost	Full Membership Cost
LAADS101	Distributor search, screening, and appointment set up. We recommend two days of meeting with 4-5 meetings per day.	*Consult AEM*	*Consult AEM*	*Consult AEM*

Miscellaneous Reports

Product Code	Description	Associate Membership cost	Mid-Level Membership Cost	Full Membership Cost
LARM100	Brazilian Contractor Survey - AEM and SOBATEMA, the Brazil Society for Equipment & Maintenance Technology, conducted a survey of 109 Brazilian contractors and equipment users; 109 companies were surveyed, with 85 responding - a response rate of 78%. (Names of companies interviewed in the survey can be provided upon your request).	\$60	\$58	\$50
LARM102	Listing of Mexican Contractors (approximately 203 contacts)	N/C	N/C	N/C
LARM103	Listing of Brazilian Highway Construction Equipment and Machinery Manufacturers	N/C	N/C	N/C
LARM104	Listing of Brazilian Civil Construction Equipment and Machinery Manufacturers	N/C	N/C	N/C
LARM105	Comprehensive Listing of Brazilian Contractors - Top 140 contractors ranked by Gross Revenue, % of Public and Private Investment, Type of activity, Number of employees, Number of equipment fleet owned, Complete addresses of local and foreign offices, Telephone, Fax, E-mail, Websites, etc. Available in Excel.	\$358	\$343	\$299
LARM106	Mexican Residential Building Contractors [3,654 contacts] Available in Excel	\$199	\$199	\$199
LARM107	Mexican Commercial Building Contractors [3,644] Available in Excel	\$199	\$199	\$199
LARM108	Mexican Hydraulic Works Contractors (Channels and Irrigation Zones, Drains, Pipe Installation, Conduction Works, etc.) [1,800 contacts] Available in Excel	\$199	\$199	\$199
LARM109	Mexican Industrial Contractors [1,302 contacts] Available in Excel	\$199	\$199	\$199
LARM110	Mexican Port Infrastructure Contractors (Dredging, Piers, Seawalls, Shipyards, Deep Foundations, etc.) [180 contacts] Available in Excel	\$199	\$199	\$199
LARM111	Mexican Railway Infrastructure Contractors [396 contacts] Available in Excel	\$199	\$199	\$199
LARM112	Mexican Telecommunications Infrastructure Contractors [693 contacts] Available in Excel	\$199	\$199	\$199
LARM113	Mexican Highway Infrastructure Contractors (Concrete & Asphalt Paving, Highways, Bridges, Drainage, etc) [4,895 contacts] Available in Excel	\$199	\$199	\$199
LARM114	Mexican Steel Structures Contractors (Tanks, Bridges, Marine Platforms, Roofs, etc.) [541 contacts] Available in Excel	\$199	\$199	\$199
LARM115	Mexican Concrete Structures Contractors (Tanks, Silos, Bridges, Prefabricated, etc.) [1,715 contacts] Available in Excel	\$199	\$199	\$199
LARM116	Package of all LARM106 - LARM115 Available in Excel	\$499	\$499	\$499
LARM117	Chilean Real Estate Building Contractors [198 contacts]	\$49.99	\$49.99	\$49.99
LARM118	Chilean General Contractors [95 contacts]	\$49.99	\$49.99	\$49.99
LARM119	Chilean Public Works Contractors [87 contacts]	\$49.99	\$49.99	\$49.99
LARM120	Chilean Residential Building Contractors [76 contacts]	\$49.99	\$49.99	\$49.99
LARM121	Package of all LARM117 - LARM120 Available in Excel	\$159.99	\$159.99	\$159.99
LARM122	Brazilian Hydraulic Excavators - 2002	\$4,500	\$4,500	\$4,500
LARM123	Brazilian Off-highway Dump Trucks 2003	\$3,600	\$3,600	\$3,600

Should you wish to purchase any of the above products/services and/or have any further questions regarding our Latin American Desk Services, please contact Arnold Huerta at 414-298-4119 or via e-mail at ahuerta@aem.org.