

**Best Export Markets  
For  
U.S. Construction Machinery, 2005**

**Best Export Markets for U.S. Construction Machinery** was compiled by Tomoko Mase, under the supervision of Maurice Kogon, Director of the El Camino College Center for International Trade Development (CITD) in Hawthorne, California. The report is based largely on 2005 Country Commercial Guides (CCGs) prepared by United States Commercial Service (USCS) posts abroad. All those CCGs include a standard chapter "Leading Sectors for U.S. Exports." This report drew from those CCGs which specifically recommended **Construction Machinery** as a best prospect for U.S. exports, based on near-term growth potential or a large market receptive to additional U.S. suppliers.

The entire report is also available as a Word document, in print or electronically, for \$25.00. To order, contact the El Camino College CITD at: 310-973-3173 or [mkogon@elcamino.edu](mailto:mkogon@elcamino.edu).

CENTER FOR INTERNATIONAL TRADE DEVELOPMENT  
13430 Hawthorne Blvd, Hawthorne, California 90250 USA  
<http://elcamino.citd.org>

Phone: (310) 973-3173      Fax: (310) 973-3132      E-mail: [mkogon@elcamino.edu](mailto:mkogon@elcamino.edu)

**Best Export Markets  
for  
U.S. Construction Machinery, 2005**

	<b><u>Page</u></b>
Table of Contents	
<b>I. Export Market Overview</b>	<b>3</b>
<b>II. Market Potential Indicators</b>	<b>4 -7</b>
<b>A. Top 30 U.S. Export Markets, 2001-2004</b>	
<b>B. Top 30 World Exporters &amp; U.S. Share, 2000-2003 (SITC 723)</b>	
<b>C. Market Sizes &amp; U.S. Share by Country, 2004</b>	
<b>III. Best Prospect Market Assessments</b>	<b>8-15</b>
▪ Australia	▪ Guatemala
▪ Chile	▪ Kenya
▪ China	▪ Nigeria
▪ Colombia	▪ Poland
▪ France	▪ Singapore
<b>IV. Trade Events</b>	<b>16</b>
<b>V. Available Market Research</b>	<b>17</b>
<b>VI Appendix: Products in Construction Machinery, by Schedule B Code</b>	<b>18-20</b>

## I. Export Market Overview

### A. Construction Machinery—NAIC 333120

This Market Brief provides an overview of the world market for US Construction Machinery, based on an analysis of the latest trade statistics and market research.

**Export growth:** U.S. exports of construction machinery rose from \$7.3 billion in 2001 to \$8.9 billion in 2004, an increase of 21.9% over the four-year-period.

**Leading Foreign Markets:** Canada is by far the leading market for U.S. exports of construction machinery (nearly \$3 billion in 2004, or 33.9% of total). Other top markets (all valued above \$224 million) were Australia (8.4% of total), Mexico (7.1%), Belgium (4.6%), Chile (4.1%), China (3.0%), Brazil (2.9%), Germany (2.5%), and Singapore (2.5%). Other significant markets (above \$111 million) were: United Kingdom (2.0%), South Africa (1.7%), Colombia (1.7%), Japan (1.7%), Peru (1.7%), Italy (1.6%), Spain (1.5%), Russia (1.3%) and Indonesia (1.3%).

**Fastest Growing Markets:** The large volume markets showing the highest four-year growth rates for U.S. construction machinery were: China (+132.3%), Australia (+49.7%), Chile (+43.6%), Canada (+42.9%), Germany (+36.6%), and Mexico (+8.5%). Smaller-volume, high-growth markets over the four-year period were: Hong Kong (215.3%), Ghana (194.0%), Colombia (+145.4%), Korea (119.0%), Nigeria (95.2%), Russia (+85.7%), Italy (+74.1%), and Spain (+31.9%).

**Declining Markets:** The large volume markets showing a declining four-year growth rate for U.S. construction machinery (2001-2004) were: Belgium (-43.8%), Singapore (-9.9%), and Brazil (-4.5%). Other (smaller-volume) declining markets over the four-year period were: Venezuela (-30.8%), France (-23.2%) and Japan (-21.7%).

**Best Market Prospects:** The markets listed below appear to be particularly promising for U.S. exports of construction machinery over the next two years. Specific U.S. export statistics on construction machinery are available from the CITD for all countries, including those listed below (Source: U.S. Census Bureau). The CITD also has access to relevant trade contacts, trade opportunities and market research on each country:

- Australia
- Chile
- China
- Colombia
- France
- Guatemala
- Kenya
- Nigeria
- Poland
- Singapore

## II. Market Potential Indicators

**A. Top 30 U.S. Export Markets for Construction Machinery, by Country.** These tables show the leading and fastest growing markets for the U.S. construction machinery, over the past several years. Source: U.S. Census Bureau.

**B. Top 30 World Exporters of Construction Machinery, by Country.** This table shows the U.S. share of total world exports of construction machinery, compared with leading competitor countries. Source: United Nations COMTRADE.

**C. Market Sizes for U.S. Construction Machinery, by Country,** including each country's total imports of construction machinery, and imports from the U.S. Source: U.S. Commercial Staff in each country.

## II. Market Potential Indicators

### II .A. Top 30 U.S. Export Markets 2001–2004

(Values in \$ Thousands)

NAIC 333120: Construction Machinery

	2001	2002	2003	2004	%Change	%Change	%Share
County	In 1,000 Dollars				2001-2004	2003-04	2004
Canada	2,098,161	2,019,544	2,451,084	2,999,123	42.9%	22.40%	33.9%
Australia	499,213	429,342	451,442	747,186	49.7%	65.50%	8.4%
Mexico	577,546	472,761	491,987	626,383	8.5%	27.30%	7.1%
Belgium	726,965	421,571	328,068	408,360	-43.8%	24.50%	4.6%
Chile	252,966	227,549	202,580	363,201	43.6%	79.30%	4.1%
China	112,711	122,336	160,882	261,798	132.3%	62.70%	3.0%
Brazil	272,240	110,200	188,088	260,018	-4.5%	38.20%	2.9%
Germany	164,471	132,350	180,460	224,720	36.6%	24.50%	2.5%
Singapore	248,934	138,917	120,719	224,309	-9.9%	85.80%	2.5%
United kingdom	183,428	154,020	147,024	174,204	-5.0%	18.50%	2.0%
South Africa	150,973	128,450	149,655	153,561	1.7%	2.60%	1.7%
Colombia	61,359	40,980	48,227	150,564	145.4%	212.20%	1.7%
Japan	189,934	151,956	125,610	148,770	-21.7%	18.40%	1.7%
Peru	156,471	73,313	96,492	148,553	-5.1%	54.00%	1.7%
Italy	78,949	83,647	100,081	137,417	74.1%	37.30%	1.6%
Spain	101,658	114,959	111,839	134,086	31.9%	19.90%	1.5%
Russia	62,695	79,852	100,883	116,424	85.7%	15.40%	1.3%
Indonesia	101,719	150,930	64,729	111,167	9.3%	71.70%	1.3%
France	123,411	100,999	114,514	94,732	-23.2%	-17.30%	1.1%
Venezuela	110,563	100,793	58,883	76,485	-30.8%	29.90%	0.9%
Korea	34,786	55,984	52,499	76,180	119.0%	45.10%	0.9%
United Arab Em	44,814	62,512	75,096	65,545	46.3%	-12.70%	0.7%
Saudi Arabia	48,058	66,827	54,732	60,094	25.0%	9.80%	0.7%
Netherlands	44,283	35,807	64,060	58,463	32.0%	-8.70%	0.7%
Hong Kong	15,770	21,655	19,146	49,726	215.3%	159.70%	0.6%
Argentina	42,368	7,465	46,243	48,814	15.2%	5.60%	0.6%
Ghana	15,614	11,184	17,700	45,907	194.0%	159.40%	0.5%
Taiwan	28,071	44,219	31,842	37,842	34.8%	18.80%	0.4%
India	27,262	58,965	57,522	37,192	36.4%	-35.30%	0.4%
Nigeria	18,778	14,944	15,700	36,648	95.2%	133.40%	0.4%
<b>Subtotal :</b>	<b>6,594,171</b>	<b>5,634,030</b>	<b>6,127,787</b>	<b>8,077,472</b>	<b>22.5%</b>	<b>31.80%</b>	<b>91.3%</b>
<b>All other:</b>	<b>715,961</b>	<b>735,842</b>	<b>716,197</b>	<b>773,576</b>	<b>8.0%</b>	<b>8.00%</b>	<b>8.7%</b>
<b>Total</b>	<b>7,310,132</b>	<b>6,369,872</b>	<b>6,843,984</b>	<b>8,851,049</b>	<b>21.1%</b>	<b>29.30%</b>	<b>100.0%</b>

## II. Market Potential Indicators

### II .B Top 30 World Exporters & U.S. Market Share, 2000-2003 SITC 723: Construction Machinery (Values in \$ Thousands)

#### World Exports by Exporting Country 1999-2003

Reporter	2000	2001	2002	2003	% Share 2003
USA	8,261,011	8,736,718	8,614,783	8,425,034	21.1%
JAPAN	3,876,178	3,589,618	4,383,632	6,095,799	15.2%
GERMANY	3,184,740	3,463,092	3,807,862	4,504,733	11.3%
UNITED KINGDOM	2,201,159	2,319,671	2,440,180	2,955,778	7.4%
FRANCE	2,090,372	1,941,951	1,999,447	2,406,862	6.0%
BELGIUM	1,661,842	1,751,609	1,833,673	2,040,082	5.1%
ITALY	1,636,090	1,600,504	1,451,981	1,837,403	4.6%
KOREA REP.	941,184	907,157	1,274,039	1,597,571	4.0%
SINGAPORE	1,018,558	1,116,946	1,255,476	1,401,702	3.5%
NETHERLANDS	685,377	770,442	803,913	1,182,028	3.0%
CANADA	716,330	856,196	894,581	965,415	2.4%
SWEDEN	737,964	687,886	730,739	923,497	2.3%
AUSTRIA	590,497	609,418	688,505	804,730	2.0%
CHINA	327,956	542,492	575,173	760,103	1.9%
FINLAND	441,736	475,100	481,233	552,915	1.4%
BRAZIL	364,909	384,644	407,531	522,793	1.3%
MEXICO	473,033	416,125	420,497	492,287	1.2%
SPAIN	125,940	145,210	118,672	314,223	0.8%
DENMARK	186,992	262,148	231,693	303,399	0.8%
NORWAY	236,146	202,196	263,878	294,027	0.7%
POLAND	207,794	176,960	188,886	273,976	0.7%
CZECH REP.	164,875	178,779	208,481	257,269	0.6%
AUSTRALIA	203,601	210,902	234,686	203,352	0.5%
RUSSIAN FED.	142,679	243,782	154,190	166,007	0.4%
HUNGARY	96,500	106,584	101,915	140,708	0.4%
SWITZERLAND	101,325	106,633	107,743	137,853	0.3%
TURKEY	83,796	94,712	91,613	116,927	0.3%
SLOVENIA	78,137	75,480	84,700	111,002	0.3%
MALAYSIA	68,303	57,473	52,100	103,990	0.3%
INDONESIA	94,500	59,830	77,155	103,338	0.3%
<b>Subtotal:</b>	<b>30,999,157</b>	<b>32,090,258</b>	<b>33,978,957</b>	<b>39,996,803</b>	<b>97.6%</b>
<b>All Other:</b>	<b>754,924</b>	<b>1,120,771</b>	<b>921,536</b>	<b>1,087,361</b>	<b>0.6%</b>
<b>Total:</b>	<b>31,754,081</b>	<b>33,211,029</b>	<b>34,900,493</b>	<b>41,084,164</b>	<b>100.0%</b>

## II. Market Potential Indicators

### II .C. Market Sizes & U.S. Share, by Country

The best Market matrix (below) provides comparative market size on 9 countries considered “best prospects” for U.S. exports of construction machinery. The countries are listed in alphabetic order, not in rank order. The data on total market, total imports, and imports from the U.S. are based on local sources and reflect best estimates of USCS commercial officers in each country. Statistical accuracy and comparability to other sources (e.g., “USDOC Bureau of Census”) are affected by a number of factors, including lack of published figures in certain markets, variances in data collection techniques, sources of data, and industry definitions.

### Construction Equipment (Values in \$ Millions)

Country	Total Market			Total Imports			Imports from US			% U.S. Share
	2002	2004	% Change	2002	2004	% Change	2002	2004	% Change	2004
<b>Australia</b>	664,9	738,1	11%	847,2	959,7	13%	320,9	363,1	13%	38%
<b>Chile</b>	488	563	15%	220	315	43%	89	149	67%	47%
<b>China</b>	418	10,590	2433%	251	6,354	2430%	25	25	0%	0,4%
<b>Columbia</b>	83,1	212,0	155%	79,9	208	160%	46,1	160	247%	77%
<b>France</b>	2,700	3,770	40%	1,590	2,200	38%	99	130	31%	6%
<b>Kenya</b>	83	86,5	4%	83	86,5	4%	41,5	43,2	4%	50%
<b>Nigeria</b>	400	500	25%	200	300	50%	150	200	33%	67%
<b>Poland</b>	9,800	10,900	11%	3,800	4,200	11%	300	450	50%	11%
<b>Singapore</b>	407	314	-23%	811	746	-8%	309	166	-46%	22%

\* 2003-2005; \*\* 2001-2003

### III. Best-Prospect Market Assessments

Following are overviews of “best prospect” markets for U.S. construction machinery, based on observations of USCS posts in each country. The countries appear in alphabetical order. For more detailed market research on construction machinery in these and other specific markets, see relevant Market Research Reports listed in Chapter V. For general commercial and economic information on individual countries, see the relevant Country Commercial Guides (CCGs).

#### AUSTRALIA

The Australian Procurement and Construction Council (APCC) (<http://www.apcc.gov.au>) forecasts engineering construction turnover for projects in Australia during the year ending June 30, 2005 at \$16.9 billion, around the same as the previous year. Turnover is forecast at \$17.4 billion for 2005-06 and to remain near that figure for the rest of the decade.

Non-residential construction activity during 2004-05 is forecast by APCC to peak at \$11.9 billion, an increase of 7% from 2003-04. In 2005-06, turnover is projected to dip slightly to \$11.5 billion before returning to \$11.9 billion the following year. Increased activity is forecast for categories of shops, hotels, factories, and the broad ranging other business premises.

Residential building work in 2004-05 is forecast at \$27.7 billion. Work in this sector is projected to decrease in 2005-06 to \$26.9 billion. However, increased activity to \$30.2 billion is forecast during 2006-07 and thereafter rising each year for the remainder of the decade. Private new work (new homes) is the major element of the residential sector, followed by other work done (jobs under \$10,000), alterations and additions, and public housing. For 2004-05, new home building is projected at \$14.7 billion, work under \$10,000 at \$9.6 billion, alterations/additions \$2.9 billion, and public housing \$476 million.

The construction machinery market, dominated by imports, depends upon the pace and type of construction and development. In 2003, total imports were valued at approximately \$901.2 million, with \$959.7 million estimated for 2004. In 2003, imports from the U.S. were valued at \$341.0 million, slightly behind those from the nearest competitor Japan at \$347.6 million.

The Free Trade Agreement between the U.S. and Australia (AUSFTA) has eliminated the import duty on construction machinery from the U.S. This puts U.S. imports in a stronger pricing competitive position, as the rate from other countries is 5%.

Pricing and the most efficient technology and techniques are the main considerations for purchasers in the market. Large construction machinery can use significant levels of energy and, therefore, energy efficiency is an important factor.

#### **Best Products /Services:**

Advanced technology in earthmovers, loaders, bulldozers, graders, scrapers, compactors, and mobile lifting frames is always in demand. Australian end-users are willing to invest in technology that offers superior precision, flexibility, and reliability. The machinery leasing market has good growth prospects. During the year ending June 30, 2003, Australia’s short-term and long-term machinery leasing businesses generated \$1.8 billion in income. The highest income earner was cranes (17 %), followed by scaffolding (16 %), and

earthmoving equipment (12 %). As of June 2003, there were 1,200 leasing businesses employing 13,700 people.

**Opportunities:**

A number of major road and rail construction projects will keep engineering construction activity simmering. In Sydney, the Westlink M7 Motorway and the Lane Cove Tunnel will provide significant activity, while the Mitcham-Frankston Freeway will boost activity in Melbourne. Rail construction is being supported by a few large projects such as the Parramatta rail link, the Victorian regional fast rail project, and the Perth MetroRail project.

Some current major infrastructure engineering construction projects and values are as follows:

Project Value

- Mitcham-Frankston Freeway, Victoria  
\$1.6 billion
- Parramatta Rail Link, New South Wales  
\$1.1 billion
- Westlink M7 Motorway, New South  
Wales \$1.0 billion
- Perth MetroRail, Western Australia  
\$1.0 billion
- Lane Cove Tunnel, New South Wales  
\$602 million
- Cross City Tunnel, New South Wales  
\$473 million
- Regional Fast Rail, Victoria  
\$455 million

**Resources:**

- Construction Contractor:  
<http://www.constructioncontractor.com.au>
- Earthmover & Civil Contractor, The:  
<http://www.earthmover.com.au>

**Associations:**

- Australian Construction Industry Forum (ACIF): <http://www.acif.com.au>
- Australian Constructors Association:  
<http://www.constructors.com.au>
- Australian Procurement and Construction Council:  
<http://www.apcc.gov.au>

- Civil Contractors Federation:  
<http://www.civilcontractors.com>
- Master Builders Association of Australia:  
<http://www.masterbuilders.com.au/index.asp>

U.S. companies seeking information on the Australian construction market are encouraged to contact Patricia Matt at the U.S. Commercial Service in Sydney (email: [patricia.matt@mail.doc.gov](mailto:patricia.matt@mail.doc.gov))

**CHILE**

Chile's Construction Chamber is forecasting 8.4% growth in the sector in 2005.

Industry analysts forecast strong growth in construction thanks to a growing economy, strong demand for new housing, on-going public infrastructure projects, and expansion and construction of new shopping malls, jails, hospitals and several specialized industrial parks.

The public infrastructure construction program alone should account for a total investment of about \$15 billion by 2006. Public Works in Chile rely on a very successful long-term private concessions program (based upon 15 to 30 year contracts) dedicated to constructing airports, highways, jails, schools and eventually hospitals. Currently, private investors (both Chilean and foreign) have invested over \$6 billion in close to 40 such concessions.

**Best Products/Services:**

Chile manufactures limited types of construction equipment; therefore, the majority of such equipment is imported. Even where domestic producers exist, imported construction machinery and supplies are often preferred for their high quality and advanced technology. U.S.-made products, with roughly a 50% market share, are highly regarded by Chilean users.

**Opportunities:**

Upcoming major investment projects include:

- CMPC (pulp & paper plants):  
\$900 million
- El Chamisero (housing development):  
\$700 million
- Agrosuper (agri-business):  
\$500 million
- Chiloe Bridge (infrastructure):  
\$410 million
- Endesa (hydropower generation):  
\$375 million
- Enap (oil & gas processing):  
\$270 million

**Resources:**

- Chile's Association of Professional Engineers: [www.ingenieros.cl](http://www.ingenieros.cl)
- Chile Construction Chamber:  
<http://www.cchc.cl/>

For more information, contact Carlos Capurro of the U.S. Commercial Service Santiago at [carlos.capurro@mail.doc.gov](mailto:carlos.capurro@mail.doc.gov).

**CHINA**

**Best Products/Services:**

The best opportunities for U.S. exports of construction equipment include: self-propelled bulldozers, angle dozers, graders, levelers, scrapers, mechanical shovels, excavators shovel loaders, tramping machines, and road rollers. Many American companies (e.g. Caterpillar, John Deere, and Terex) have successfully entered the Chinese market and have become key players in China's construction equipment industry.

**Opportunities:**

□ **The 8th International Exhibition on Road and Water Transport Technology & Equipment ( China Transpo 2006 )**

September 2006

Beijing National Agricultural Exhibition Center

Organizer: The Ministry of Communications Transport Technology Exchange Center of China Academy of Transportation Sciences, Ministry of Communications

Tel: 6491-4811, 6495-3233, 6427-7470

Fax: 6491-4814, 6425-1287

[www.chinatranspo.com](http://www.chinatranspo.com)

□ **Bauma China 2006**

November 2006

Shanghai New International Expo Center, Pudong

Organizer: MMG – Messe Munchen Gmbh

Co-Organizer: CCPIT – MSC – China

Council for the Promotion of International

Trade – Machinery Sub – CouncilCNCMC –

China National Construction

Machinery Corporation

CCMA – China Construction Machinery

Association

[www.bauma-china.com](http://www.bauma-china.com)

**Resources:**

- China National Construction Machinery Corporation  
<http://www.cnema.org/>
- China National Construction Machinery Corporation  
<http://www.const-mach.com/>
- Association of Equipment Manufacture ( AEM )  
<http://www.cm-1.com/>

**U.S. Commercial Services Contact Information in China**

**Beijing Office:**

Tel: (86-10)8529-6655

Fax: (86-10)8529-6558/9

[Pingping Xie](#)

**Shanghai Office:**

Tel: (86-21)6279-7930

Fax: (86-21)6279-7639

[Scott Yao](#)

**Guangzhou Office**

Tel: (86-20)8667-4011

Fax: (86-20)8666-6409

[Cathy Wang](#)

**Chengdu Office**

Tel: (86-28)8558-3992

Fax: (86-28)8558-3991

[Rose Nickle](#)

**Shenyang Office**

Tel: (86-24)2322-1198x8142

Fax: (86-24)2322-2206

[Liu Yang](#)

## COLOMBIA

The Colombian government continues its efforts to improve the condition of its road network, facing challenges such as a high degree of deterioration, a lack of maintenance, and insufficient geographic coverage. Major investments in this area are needed to reduce the current excess costs in transportation expenses and vehicle deterioration, since roads are used to transport the vast majority of the country's cargo.

At the same time, the government intends to develop an important program to promote navigation on the 1,600-km Magdalena River running through the heart of the country.

President Uribe intends to reduce the critical highway system's deterioration by bringing in new private sector investment and by allocating collected tolls to highway maintenance and rehabilitation efforts. The National Highway Institute expects to accelerate the development of several concession projects (affected by corruption problems, lack of adequate funding, and lower-than-expected toll collections) to maintain its 16,500km road network. The Ministry of Transportation estimates that Colombia has more than 70,400km of roads that fall under the jurisdiction of state and municipal entities, many of which have not met their required maintenance and rehabilitation investment levels.

Additional construction projects involve state and city road networks, especially for mass-transportation networks with the use of articulated-buses such as the internationally-acclaimed Bogota Transmilenio mass transport system. This innovative bus system will soon reach the industrial area of Soacha and additional new routes within the city. Other Colombian cities that may implement the Transmilenio system include Cali, Barranquilla, Pereira-Dos Quebradas, and Cartagena.

The government also is developing measures to reactivate the housing sector (aiming to build 400,000 new housing units by 2006) and to enhance buyer credibility in the financial system, thus attracting new investment in this key industry sector, and helping to reduce current levels of unemployment. Announcement of these government measures has resulted in improved market conditions, such as the revaluation of existing housing units; an increase in construction activity in large urban areas, and favorable conditions to acquire new or used housing, among others.

### **Best Products/Services:**

Best opportunities for construction equipment include excavators, backhoes, concrete pumping equipment, pavement equipment, pavement recycling equipment, tamping and compacting equipment, and other public works equipment and spare parts.

### **Opportunities:**

- Coal Expansion Projects: Drummond Ltd. and Carbones del Cerrejon are involved in major expansion activities that involve equipment fleet renewals, and infrastructure development.
- La Linea Tunnel: The Colombian government opened a tender to build the 8.6 kilometer tunnel on the highway from Bogota to the Buenaventura Port, at an estimated cost of \$274 million. The proposed tunnel is to be built between the municipalities of Calarca (State of Quindio) and Cajamarca (State of Tolima) at more than 2,400 meters above sea level.
- Barranquilla Access Canal Deepening Project: This will allow access of Handymax ships (with a draft of 33 feet).
- Integrated Mass Transportation Systems (SITM): The government is looking for a \$600 million credit to fund the central government's share in the expansion of Bogota's SITM, and the development of the Barranquilla, Bucaramanga, Cali, Cartagena, Medellin, and Pereira's

SITM systems, that could cost some \$2.6 billion.

**Resources:**

- CS Bogota contact: Julio Carbó, Commercial Specialist (Julio.Carbo@mail.doc.gov)
- National Highway Institute (Invias): www.invias.gov.co
- Coinvertir (Invest in Colombia Corporation): www.coinvertir.org
- Colombian Government: www.gobiernoenlinea.gov.co
- Ministry of Transportation: [www.mintransporte.gov.co](http://www.mintransporte.gov.co)
- Ministry of Mines and Energy: www.minminas.gov.co
- Mining and Energy Planning Unit: www.upme.gov.co
- National Concessions Institute (INCO): www.mintransporte.gov.co/inco
- National Planning Department: www.dnp.gov.co
- Drummond Ltd.: www.drummondltd.com
- Carbones del Cerrejon: www.cerrejoncoal.com
- Colombian Geological and Mining Service: www.ingeominas.gov.co

**FRANCE**

France's heavy construction equipment market has experienced an upturn in recent years. It is the fifth largest market in the world, after the United States, Japan, Germany, and the United Kingdom. The United States is France's seventh provider of construction equipment, which represented 5.9% of the total imports in 2003.

Market demand depends primarily on the status of the construction industry. The total domestic production of heavy construction equipment in France accounted for \$3.98 billion in 2003. Market experts estimate that total sales of heavy construction equipment in France will increase, predicting a rise of 2.5 to 3% for 2004.

Material production machinery and hydraulic excavators represented the largest sectors in 2003, with a market share of about 24% each.

**Best Products/Services:**

France is a strong market for U.S. exporters of construction equipment. Hydraulic excavators are set to retain the biggest share of the market, with an expected value share of 27% in 2007.

There is also an increasing demand for smaller machines used primarily for urban works projects. Among machines that offer the best sales prospects are compact shovels, compact wheeled loaders, backhoe loaders, and skid-steer loaders. Machines that offer operational versatility are more attractive to contractors.

**Opportunities:**

- Major trade event in France: INTERMAT - April 24-29, 2006 - Paris Nord, Villepinte  
Web site: [http://www.intermat.fr/en/2006/index.htm]

**Resources:**

- National Association of Equipment Industries (M.T.P.S)  
Web site: [http://www.mtps.org/]
- U.S. Commercial Service Trade Specialist in Marseille:  
[Eva.Prevost@mail.doc.gov]  
Phone: (33-4) 91 54 96 23  
Website: [http://www.buyusa.gov/france/en]

**GUATEMALA**

From 2000 to 2003, the construction sector in Guatemala slowed somewhat. A big part of the decrease in the sector as a portion of GDP was due to less public investment in infrastructure. Housing construction also showed a decrease, but not as dramatic as infrastructure and civil engineering projects. Nevertheless, the Monetary Committee of the Central Bank, one of the major think tanks in the country (ASIES) and the

Chamber of Construction of Guatemala, all foresee major growth in 2005 for the construction sector; the Monetary Committee estimates a growth of 12.6% with regard to 2004.

The Guatemalan government expects to start many road and infrastructure projects in 2005, which will account for a good part of growth. Also, with a 1 million unit-housing deficit in Guatemala, housing developers expect to have consistent growth years for years to come. Combined housing and infrastructure should provide good business opportunities for both U.S construction equipment and building products firms in the years to come.

**Best Products/Services:**

- tractors
- roads construction/paving equipment
- supplies for heavy infrastructure and residential housing projects

**Opportunities:**

A very positive factor for U.S.-made goods is the excellent reputation that U.S. products enjoy for superior quality and design. They are also often very price competitive in the Central American markets. U.S technology frequently offers products and supplies not available from domestic sources. Although most of the more basic materials are supplied by local sources, many finishing, higher technology, and specialized products are imported.

With regard to CAFTA-DR, 99% of U.S construction equipment and over 55% of building supply exports will be duty-free immediately upon implementation of the Agreement. This should provide American companies great opportunities in the construction sector, especially for those products that, because of tariffs, were not price competitive locally.

**Resources:**

- Guatemalan Chamber of Construction:  
[www.construguate.com](http://www.construguate.com)

- Information and Monitoring Public Projects System:  
[www.simop.info/home.php](http://www.simop.info/home.php)
- Regional Integration Department:  
[www.sieca.org.gt](http://www.sieca.org.gt)
- Guatemalan Ministry of Communications and Infrastructure:  
[www.comunicaciones.gob.gt](http://www.comunicaciones.gob.gt)
- Economic and Social Investigation Association:  
[www.asies.org.gt/informes.htm](http://www.asies.org.gt/informes.htm)

**KENYA**

The construction industry in Kenya consists primarily of two key sub-sectors, roads and housing. The Ministry of Roads and Public Works oversees the construction, maintenance, and rehabilitation of the entire road network. The Kenya Roads Board (KRB) was set up in 1999 to oversee road maintenance. It also manages the road maintenance levy fund, and sets policy and regulations on safety. The KRB collects an average of \$115 million for maintenance of Kenya's road network, which is estimated to be about 63,000 kilometers. However, the government through the Ministry of Roads and Public Works estimates that the total amount required for adequate maintenance and rehabilitation of Kenya's roads is as much as \$1.4 billion annually. On January 24, 2005 the Ministry of Roads and Public Works issued a press release giving details of planned investments in the construction industry, stating that in 2004, \$230 million in road construction programs were begun.

In the housing sub-sector, the GOK estimates that 150,000 units at a minimum are required per year to meet existing and rising demand in housing over the next five years.

The private sector is expected to play a major role in the provision of the housing units required. Several U.S. exporters have already made preliminary investigations into providing various technological solutions for low cost, high-quality public and private housing.

**Best Products/Services:**

Best prospects for U.S. exporters include the supply of new and used construction equipment (light and heavy earth moving equipment, loaders, crawlers, tippers and quarry mining equipment), low-cost road maintenance options, and low cost housing construction technology and know-how.

**Opportunities:**

A variety of public and private sector investments are on offer at present – or are planned -- to private investors. Many are BOT (Build, Operate, and Transfer) or BOOT (Build, Own, Operate, and Transfer) road concessions with conventional road tolling, such as the currently approved Northern Corridor Project.

**Resources:**

- Ministry of Public Works and Housing – [http:// www.publicworks.go.ke](http://www.publicworks.go.ke)
- Kenya Roads Board - <http://www.kroadsboard.go.ke>
- Kenya Institute of Public Policy and Research Analysis- <http://www.kippira.org>

## NIGERIA

Importation of construction equipment will continue to grow in 2005. The Federal and State governments are awarding contracts for maintenance of its numerous road networks that are presently in a state of disrepair. Plans are in place to construct new infrastructures such as road, rail lines, ports, etc. It is also expected that emphasis will be placed on provision of affordable homes for the teeming Nigerian populace to ease the problems of housing.

**Best Products/Services:**

Importation of construction equipment for road construction has not been on the increase due to dearth of funding to purchase capital-intensive equipment. The riverine areas of Nigeria continue to attract much attention in the areas of dredging. U.S.

manufacturers of construction equipment (e.g. dredge and loading equipment) will find the Nigerian construction equipment market (especially used ones) very lucrative and attractive.

**Web Resources:**

- Email Joseph Latunji, Commercial Specialist, U.S. Commercial Service, Lagos, Nigeria  
[Joseph.latunji@mail.doc.gov](mailto:Joseph.latunji@mail.doc.gov)

## POLAND

Growth in the Polish economy in 2004 provided a significant boost to the building industry. Poland's accession to the European Union also had a positive effect on this industry sector. In the face of an expected increase in VAT rates (7% before Poland became a EU member, 22% after), the demand and sales of construction materials and equipment went up 35% in the first four months of 2004. Local production has also increased proportionately. It is expected that the positive trend in this industry will also continue in 2005. EU funds for infrastructure development should result in new construction projects and new investments. The residential sector will plateau while growth will continue in the construction of commercial facilities, warehouses, roads and infrastructure projects. The overall positive financial status of construction firms and an expected increase in bank credits for building and utilizing EU funds should all have a positive effect on the construction materials and equipment industry in 2005.

**Best Products/Services:**

In view of an expected increase in infrastructure projects, the best selling products should include building materials used for road construction, power and telecommunication lines installations, drainage and land reclamation projects, building of parking lots and shopping centers.

**Opportunities:**

City authorities plan to utilize EU funds and partner with foreign investors on a variety of construction projects. U.S. companies should work directly with urban community authorities to facilitate those opportunities.

**Resources:**

- CS Warsaw recommends “BUDMA” International Construction Fair, Poznan, Poland, organized annually in January. Organizer: Poznan International Fair, ul. Glogowska 14, 60-734 Poznan, Poland, tel. +48 61 869 22 85, fax +48 61 869 29 57, email: [budma@mtp.pl](mailto:budma@mtp.pl) website: <http://www.budma.pl/>
- Ministry of Infrastructure, Housing Department, ul. Chalubinskiego 4/6, 00-928 Warszawa, tel. +48 22 661 81 58, fax +48 22 621 17 27, email: [info.bm@mi.gov.pl](mailto:info.bm@mi.gov.pl) , website: <http://www.mi.gov.pl/>

**Commercial Specialist**

at the U.S. Commercial Service Warsaw, Poland: [Ania.Janczewska@mail.doc.gov](mailto:Ania.Janczewska@mail.doc.gov)

**SINGAPORE**

Construction demand is a derived demand that lags behind economic growth. Therefore, the expected economic growth this year is likely to boost the recovery of private sector construction demand and result in higher construction demand in 2005. The Building & Construction Authority in Singapore has projected the total construction demand to reach about \$6.5 billion in 2005. Projects under consideration are the fifth incinerator plant of the Environment and Water Resources Ministry, and the Sports Hub of the Community Development, Youth and Sports Ministry. Major public sector projects include the 1,848-unit [Pinnacle@Duxton](mailto:Pinnacle@Duxton), Fusionpolis at One-North and the Boon Lay MRT extension. Among the large private projects are the Jurong Power Station Repowering Projects, the Observation Wheel at Marina Bay and the Beach Club in Sentosa.

The Government’s commitment to boost economic competitiveness and enhance infrastructure developments will continue to underpin the construction industry. Private sector developers are likely to tread cautiously until positive sentiments and favorable external environment are restored.

**Best Products/Services:**

Given the emphasis on infrastructure development for the coming year, it is likely there will be a need for heavy construction equipment such as tunnel boring machinery, earth moving equipment, and specialized equipment for high-rise residential construction of the 50-story high [Pinnacle@Duxton](mailto:Pinnacle@Duxton).

**Opportunities:**

Based on the above projections, the outlook for the construction industry in the immediate future is still encouraging. This means that there is still a tremendous scope for the supply of construction and earthmoving equipment to the local construction industry. This is particularly the case because there is no domestic production of construction equipment and there is minimal local assembly, thus the market is dominated by imports.

**Resources:**

- Singapore Government Offices Building & Construction Authority <http://www.bca.gov.sg>
- Industry Organizations Redas <http://www.redas.com>
- The Singapore Contractors Association Ltd. <http://www.scal.com.sg>
- U.S. Commercial Service, Singapore Contact NG Haw Cheng, Commercial Specialist Email: [Hawcheng.ng@mail.doc.gov](mailto:Hawcheng.ng@mail.doc.gov)

## **IV. Trade Events**

Trade events, such as trade shows, trade missions and catalog shows, offer excellent opportunities for face-to-face interaction with foreign buyers and distributors. Of the many U.S. and international events held throughout the year, some are vertical (single industry theme) and some horizontal (many industries represented). The events organized or approved by the U.S. Department of Commerce can be especially useful for first-time or infrequent participants – they require less lead time to register and typically involve more handholding.

The Trade-Event Scheduling Web sites listed below allow selective searches for upcoming events by industry, location, type and date. They typically provide the event organizer, event descriptions and costs, and people to contact for more information. To find upcoming events for U.S. Construction Machinery, use industry search terms relating to Construction, Earthmoving or Building Equipment.

### **Schedules for U.S. Government Organized or Sponsored Events**

**Domestic USDOC Events:** [http://www.export.gov/comm\\_svc/us\\_event\\_search.html](http://www.export.gov/comm_svc/us_event_search.html)

**International USDOC Events:** [http://www.export.gov/comm\\_svc/us\\_event\\_search.html](http://www.export.gov/comm_svc/us_event_search.html)

**USDA (Food & agriculture) Events:**

<http://www.fas.usda.gov/scripts/agexport/EventQuery.asp>

### **Schedules for Commercially Organized Events**

**TSNN** (<http://www.tsn.com/>)

**Expo World Net** (<http://www.expoworld.net/>)

**Exhibition Center - Foreign Trade Online** (<http://www.foreign-trade.com/exhibit.htm>)

## V. Available Market Research

### Construction Machinery

The reports listed below provide more detailed information about the market for U.S. construction machinery in the listed countries, such as demand trends, the competition, business practices, distribution channels, promotional opportunities, and trade barriers. These market research reports are written by resident U.S. commercial staff in each country.

All the reports are accessible on line, at no cost, from <http://www.buyusainfo.net/adsearch.cfm?loadnav=no>, or can be obtained in print or on disk for \$25.00 from:

#### CENTER FOR INTERNATIONAL TRADE DEVELOPMENT

13430 Hawthorne Blvd, Hawthorne, California 90250 USA

Phone: (310) 973-3173 Fax: (310) 973-3132 E-mail: [mkogon@elcamino.edu](mailto:mkogon@elcamino.edu)

Equipment For Scaffolding, Shuttering, Propping Or Pit Propping	Argentina	07/07/2005
Machinery for the Construction Industry	Australia	03/26/2003
Construction Equipment	Brazil	09/23/2003
Construction Equipment	Brazil	10/06/2005
Residential Construction 2003-2007 Outlook	Canada	07/18/2003
The 2005 Canadian Residential Construction market Outlook	Canada	04/04/2005
Northeast: Construction Equip.Demand in Heilongjiang Province	China	12/29/2002
Construction Equipment	Costa Rica	04/07/2003
Construction Market in the Czech Republic	Czech Republic	02/08/2005
Construction Equipment	Egypt	05/27/2004
France's Heavy Construction Equipment Market	France	08/24/2005
The German Construction Industry	Germany	03/31/2003
Construction Equipment and Building Materials	Greece	02/03/2003
Major Construction Projects in Guatemala	Guatemala	07/28/2004
Iraq Reconstruction	Iraq	05/16/2003
Earthmoving Machinery in Italy	Italy	07/28/2004
Opportunity To Supply The Construction Industry In Tijuana	Mexico	06/06/2003
Contracting Industry Upbeat in New Zealand	New Zealand	10/25/2004
Heavy Construction Equipment in Nigeria	Nigeria	09/06/2005
Mining Industry Equipment	Peru	05/30/2005
Construction Equipment and Machinery	Russia	03/17/2003
South Africa's Construction Economy Set for Boom Times	South Africa	06/14/2005
Heavy Construction Equipment	Trinidad and Tobago	02/20/2004
Investments in the Venezuela Construction Industry	Venezuela	04/06/2004
Palestinian Construction Products and Services Sector Brief	West Bank	09/02/2005

## VI. APPENDIX

### Products in Construction Machinery, by Schedule B Code

#### HS 84: 92 Items

Schedule B Code	Description
8426110000	OVERHEAD TRAVELING CRANES ON FIXED SUPPORT
8426120000	MOBILE LIFTING FRAMES ON TIRES AND STRADDLE CARRIERS
8426190000	OVERHEAD TRAVELING CRANES, TRANSPORTER CRANES,GANTRY AND BRIDGE CRANES, MOBILE LIFTING FRAMES AND STRADDLE CARRIES, NESOI
8426200000	TOWER CRANES
8426300000	PORTAL OR PEDESTAL JIB CRANES
8426410005	WORKS TRUCKS FITTED WITH A CRANE, SELF-PROPELLED, ON TIRES
8426410010	CABLE OPERATED LIFTING MACHINERY ,NESOI, SELF-PROPELLED ON TIRES
8426410090	LIFTING MACHINERY, SELF-PROPELLED, ON TIRES, NESOI
8426490010	CABLE OPERATED LIFTING MACHINERY, SELF-PROPELLED,NESOI
8426490090	LIFTING MACHINERY SELF-PROPELLED, NESOI
8426910000	LIFTING MACHINERY DESIGNED FOR MOUNTING ON ROAD VEHICLES
8426990000	LIFTING MACHINERY, NESOI
8431491090	PARTS OF MACHINERY OF HEADING 8426 NESOI
8431499020	ATTACHMENTS FOR MOUNTING ON MACHINERY OF HEADING 8426, 8429 OR 8430, NESOI
8429110090	BULLDOZERS AND ANGLEDOZERS, SELF-PROPELLED, TRACK LAYING, USED OR REBUILT
8429190010	BULLDOZERS AND ANGLEDOZERS, SELF-PROPELLED, NEW, EXCEPT TRACK LAYING
8429190090	BULLDOZERS AND ANGLEDOZERS, SELF-PROPELLED, USED OR REBULT, EXCEPT TRACK LAYING
8429200000	GRADERS AND LEVELERS, SELF-PROPELLED
8429300020	SCRAPERS, SELF-PROPELLED, NOT EXCEEDING 13.7 M3, NEW
8429300040	SCRAPERS, SELF-PROPELLED, EXCEEDING 13.7 M3, NEW
8429300060	SCRAPERS, SELF-PROPELLED, USED OR REBUILT
8429400020	TAMPING MACHINES AND ROAD ROLLERS, VIBRATORY, NEW
8429400040	TAMPING MACHINES AND ROAD ROLLERS, NEW, EXCEPT VIBRATORY
8429400060	TAMPING MACHINES AND ROAD ROLLERS, USED OR REBUILT
8429511005	INTEGRAL TRACTOR SHOVEL LOADERS, REAR ENGINE MOUNTED, 2 WHEEL DRIVE, NEW
8429511015	INTEGRAL TRACTOR SHOVEL LOADERS, REAR ENGINE MOUNTED, 4 WHEEL DRIVE WITH A BUCKET CAPACITY OF UNDER 1.5 M3, NEW
8429511025	INTEGRAL TRACTOR SHOVEL LOADERS, REAR ENGINE MOUNTED, 4 WHEEL DRIVE WITH A BUCKET CAPACITY OF 1.5 M3 BUT UNDER 2.2 M3
8429511030	INTEGRAL TRACTOR SHOVEL LOADERS, REAR ENGINE MOUNTED, 4 WHEEL DRIVE WITH A BUCKET CAPACITY OF 2.2 M3 BUT UNDER 2.9 M3, NEW
8429511035	INTEGRAL TRACTOR SHOVEL LOADERS, REAR ENGINE MOUNTED, 4 WHEEL DRIVE WITH A BUCKET CAPACITY OF 2.9 M3 BUT UNDER 3.8 M3, NEW
8429511040	INTEGRAL TRACTOR SHOVEL LOADERS, REAR ENGINE MOUNTED, 4 WHEEL DRIVE WITH A BUCKET CAPACITY OF 3.8 M3 BUT UNDER 5.2 M3, NEW
8429511045	INTEGRAL TRACTOR SHOVEL LOADERS, REAR ENGINE MOUNTED, 4 WHEEL DRIVE WITH A BUCKET CAPACITY OF 5.2 M3 BUT UNDER 7.6 M3, NEW
8429511050	INTEGRAL TRACTOR SHOVEL LOADERS, REAR ENGINE MOUNTED, 4 WHEEL DRIVE WITH A

	BUCKET CAPACITY OF 7.6 M3 BUT UNDER 11.4 M3, NEW
8429511055	INTEGRAL TRACTOR SHOVEL LOADERS, REAR ENGINE MOUNTED, 4 WHEEL DRIVE WITH A BUCKET CAPACITY OF 11.4 M3 AND OVER
8429511060	FRONT-END SHOVEL LOADERS, WHEEL TYPE, NEW, NESOI
8429511065	FRONT-END SHOVEL LOADERS, WHEEL TYPE, USED OR REBUILT
8429515010	FRONT-END SHOVEL LOADERS, LESS THAN 44.7 KW, NEW, EXCEPT WHEEL TYPE
8429515020	FRONT-END SHOVEL LOADERS, 44.7 KW BUT UNDER 67.1 KW, NEW, EXCEPT WHEEL TYPE
8429515030	FRONT-END SHOVEL LOADERS, 67.1 KW BUT UNDER 92.2 KW, NEW, NESOI
8429515040	FRONT-END SHOVEL LOADERS, 93.2 KW BUT UNDER 1119.3 KW, NEW, NESOI
8429515050	FRONT-END SHOVEL LOADERS, 1119.3 KW AND OVER, NEW, NESOI
8429515060	FRONT-END SHOVEL LOADERS, USED OR REBUILT, NESOI
8429521010	BACKHOES, SHOVELS, CLAMSHELLS AND DRAGLINES WITH A 360 DEGREE REVOLVING SUPERSTRUCTURE, CRAWLER MOUNTED, HYDRAULIC, NEW
8429521020	BACKHOES, SHOVELS, CLAMSHELLS AND DRAGLINES WITH A 360 DEGREE REVOLVING SUPERSTRUCTURE, CRAWLER MOUNTED, EXCEPT HYDRAULIC, NEW
8429521030	BACKHOES, SHOVELS, CLAMSHELLS AND DRAGLINES WITH A 360 DEGREE REVOLVING SUPERSTRUCTURE, HYDRAULIC, EXCEPT CRAWLER MOUNTED, NEW
8429521040	BACKHOES, SHOVELS, CLAMSHELLS AND DRAGLINES WITH A 360 DEGREE REVOLVING SUPERSTRUCTURE, EXCEPT HYDRAULIC, EXCEPT CRAWLER MOUNTED, NEW
8429521050	BACKHOES, SHOVELS, CLAMSHELLS AND DRAGLINES WITH A 360 DEGREE REVOLVING SUPERSTRUCTURE, USED OR REBUILT
8429525010	MECHANICAL SHOVELS, EXCAVATORS AND SHOVEL LOADERS WITH A 360 DEGREE REVOLVING SUPERSTRUCTURE, NEW, NESOI
8429525090	MECHANICAL SHOVELS, EXCAVATORS AND SHOVEL LOADERS WITH A 360 DEGREE REVOLVING SUPERSTRUCTURE, USED OR REBUILT
8429591030	BACKHOES, NEW, EXCEPT 360 DEGREE REVOLVING SUPERSTRUCTURE
8429591060	SHOVELS, CLAMSHELLS AND DRAGLINES, NEW, EXCEPT 360 DEGREE REVOLVING SUPERSTRUCTURES
8429591090	BACKHOES, SHOVELS, CLAMSHELLS, DRAGLINES, USED OR REBUILT
8429595020	LADDER TYPE DITCHERS AND TRENCHERS, NEW
8429595040	DITCHERS AND TRENCHERS, EXCEPT LADDER TYPE, NEW
8429595060	MECHANICAL SHOVELS, EXCAVATORS AND SHOVEL LOADERS, EXCEPT 360 DEGREE REVOLVING SUPERSTRUCTURES, NEW, NESOI
8429595080	MECHANICAL SHOVELS, EXCAVATORS AND SHOVEL LOADERS, EXCEPT 360 DEGREE REVOLVING SUPERSTRUCTURES USED OR REBUILT, NESOI
8430100000	PILE-DRIVERS AND PILE-EXTRACTORS
8430200030	SNOWBLOWERS, ATTACHMENT TYPE
8430200060	SNOWBLOWERS, EXCEPT ATTACHMENT TYPE
8430200090	SNOWPLOWS
8430310000	COAL OR ROCK CUTTERS AND TUNNELING MACHINERY, SELF-PROPELLED
8430390000	COAL OR ROCK CUTTERS AND TUNNELING MACHINERY, OTHER THAN SELF-PROPELLED
8430410000	BORING OR SINKING MACHINERY, SELF-PROPELLED
8430494000	OFFSHORE OIL AND NATURAL GAS DRILLING AND PRODUCTION PLATFORMS
8430498010	BORING OR SINKING MACHINERY, ROTARY, FOR OIL WELL AND GAS FIELD DRILLING
8430498020	BORING OR SINKING MACHINERY FOR OIL WELL AND GAS FIELD DRILLING, NESOI
8430498030	BORING OR SINKING MACHINERY, ROTARY, FOR WATER WELL DRILLING
8430498040	BORING OR SINKING MACHINERY FOR WATER WELL DRILLING, NESOI
8430498050	BORING OR SINKING MACHINERY, NESOI
8430500000	MOVING, GRADING, LEVELING, SCRAPING, EXCAVATING, EXTRACTING MACHINERY FOR EARTH, MINERALS OR ORES, SELF-PROPELLED, NESOI
8430610000	TAMPING OR COMPACTING MACHINERY, NOT SELF-PROPELLED

8430690100	MOVING,GRADING,LEVELING,SCRAPING,EXCAVATING,EXTRACTING MACHINERY FOR EARTH,MINERALS OR ORES,NOT SELF-PROPELLED,NESOI
8431410020	SHOVEL ATTACHMENTS
8431410040	CLAMSHELL (GRAPPLER) ATTACHMENTS
8431410060	DRAGLINE BUCKETS
8431410080	BUCKETS, SHOVELS, GRABS AND GRIPS, NESOI
8431420000	BULLDOZER OR ANGLEDOZER BLADES
8431438090	PARTS OF BORING OR SINKING MACHINERY OF SUBHEADING 8430.41 OR 8430.49,NESOI
8431491010	PARTS OF OVERHEAD TRAVELING CRANES ON FIXED SUPPORT, TRANSPORTER CRANES, GANTRY CRANES, BRIDGE CRANES AND PORTAL OR PEDESTAL JIB CRANES
8431491060	PARTS OF MOBILE LIFTING FRAMES, STRADDLE CARRIERS AND WORKS TRUCKS FITTED WITH A CRANE
8431491090	PARTS OF MACHINERY OF HEADING 8426 NESOI
8431499005	BACKHOE ATTACHMENTS FOR MOUNTING ON MACHINERY
8431499010	FRONT-END LOADER ATTACHMENTS FOR MOUNTING ON MACHINERY
8431499015	RIPPERS AND ROOTERS FOR MOUNTING ON MACHINERY
8431499020	ATTACHMENTS FOR MOUNTING ON MACHINERY OF HEADING 8426, 8429 OR 8430, NESOI
8431499027	PARTS OF COAL OR ROCK CUTTERS AND TUNNELING MACHINERY
8431499037	PARTS OF BACKHOES, SHOVELS, CLAMSHELLS AND DRAGLINES
8431499045	SCRAPER BOWLS FOR SCRAPERS OF SUBHEADINGS 8429.30 & 8430.62
8431499057	PARTS, NESOI, OF MACHINERY OF HEADING 8429 OR 8430
8479100040	PAVERS, FINISHERS AND SPREADERS FOR CONCRETE, FOR PUBLIC WORKS, BUILDING OR SIMILAR USE
8479100060	PAVERS, FINISHERS AND SPREADERS FOR BITUMINOUS MATERIAL, FOR PUBLIC WORKS, BUILDING OR SIMILAR USE
8479100080	MACHINERY FOR PUBLIC WORKS, BUILDING OR THE LIKE, EXCEPT CONCRETE AND BITUMINOUS PAVERS, FINISHERS AND SPREADERS