EXTEMIN: PERU MINING SHOW 2017

The Biggest Mining Show in Latin America
Booth and Catalogue space available at the IMPACT Project Booth
September 18-22, 2017

Peru is the fastest growing economy in Latin America, with a 6% average annual growth rate, the region’s lowest inflation rate (2.9%), a favorable external environment, prudent macroeconomic policies, and effective structural reforms have boosted Peru into middle-income country status and slashed poverty from 56% in 2005 to 22.7% in 2016.

Mining constitutes the largest source of foreign direct investment, as well as more than half of total exports at 58% and 14.4 percent of GDP in 2015.

With huge reserves on copper, gold, tin and silver, the new President, Pedro Pablo Kuczynski wants to increase production, with a $20 billion investments in mining and energy and $15 billion in water and sanitation all done thru the new Ministry of Regional Support.

EXTEMIN SHOW:

- The Peruvian Institute of Mining Engineers PERUMIN - 33rd Mining Convention, biennial event aims to strengthen the professional development of its participants through research, innovation and technology.
- EXTEMIN is the show with over 1600 exhibitors, and 100,000 visitors that range from dealers and distributors to producers.
- Reach customers from Chile, Brazil, Argentina, Bolivia, Peru, Uruguay, U.S. and Canada.
- Industries: Mining equipment, water treatment, software, conveyors, electrical equipment, fire safety, underground mining, dust control, mineral processing & coal preparation, crushing, grinding and screening equipment, power generation, energy systems, process controls.

Deadline to apply: July 14, 2017

Trade Show Itinerary
- September 16: Trip to Lima, Peru.
- September 17: Arriving to Lima and connecting to Arequipa, Peru. Booth Set up.
- September 18: Show Opening
- September 18-22: Trade show exhibit
- September 23: Return to U.S.

Services provided by IMPACT Project
- Exhibit space and Banner booth are at a subsidized cost.
- Customized Exhibit Display with your name, tagline, photo and logo.
- Interpreter services available
- Briefing by US Embassy
- Free Spanish Translation of up to 4 pages of marketing brochure.
- Catalogue show option is available.
- Apply for Travel grants available through SBA’s STEP grants. Visit https://www.sba.gov/managing-business/exporting/step

* Trade Show Fee

<table>
<thead>
<tr>
<th>Exhibit with the IMPACT Booth in EXTEMIN, Arequipa, Peru.</th>
<th>Before June 16, 2017</th>
<th>After June 16, 2017</th>
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<tbody>
<tr>
<td></td>
<td>$2400</td>
<td>$2700</td>
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<tr>
<td>Catalogue Show</td>
<td>$300</td>
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Register and pay online at www.sbdc.duq.edu/impact by filling out the Participation Agreement and the Success Agreement Forms. Make check payable to Duquesne University SBDC. Mail to: Brent Rondon, Duquesne University SBDC, 600 Forbes Ave, Pittsburgh, PA 15282. Tel. 412-396-5670. rondon@duq.edu or duqsbdc@duq.edu INFO: www.sbdc.duq.edu/impact

Sponsored by:
Duquesne University SBDC, through funding by the U.S. Department of Commerce, Market Development Cooperator Program (MDCP) International Trade Administration
Criteria for Accepting Companies for EXTEMIN Peru on September 18-22, 2017

1) Must serve the following industries:
   a. Construction  
   b. Petrochemical Manufacturers  
   c. Engineering Firms  
   d. Infrastructure  
   e. Transportation  
   f. Oil and Gas  
   g. Mining  
   h. Power Generation Equipment

2) Prefer the following product categories and supplies:

   a. Energy and Water Supply  
   b. Capital goods Input for concentration plants  
   c. Engineering services and machinery  
   d. Consulting on improving productivity  
   e. Equipment and Transportation  
   f. Waste Management and recovery of precious metals  
   g. Mining Equipment  
   h. Supplies and Services  
   i. Computer software and Hardware  
   j. Electrical Equipment  
   k. Fire Fighting Equipment  
   l. Safety Equipment  
   m. Underground Mining  
   n. Transportation  
   o. Environmental control  
   p. Open cut mining  
   q. Mineral Extraction  
   r. Mineral processing  
   s. Coal preparation  
   t. Crushing  
   u. Grinding Equipment  
   v. Power generation  
   w. Energy Systems  
   x. Process Control

3) Must be products Made in USA.

Note: Product showcasing options:  
- Book a space with the Duquesne University IMPACT booth. (This service will be available on a first come, first serve basis.)

Contact: Brent Rondon  
Duquesne University SBDC  
Tel. 412-396-5670  
rondon@duq.edu

www.sbdc.duq.edu/impact

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# Participation Agreement

Mail to Duquesne University Small Business Development Center (SBDC) 600 Forbes Ave. Rockwell Hall-108, Pittsburgh, PA 15282. Tel. 412-396-5670. Fax. 412-396-5884. Brent Rondon. rondon@duq.edu. Make checks payable to Duquesne University SBDC. ($2400 or 2700 for booth or $300 for the catalogue show). You can also register and pay online at www.duq.edu/sbdc. Registration and payment must be received by **July 14, 2017**.

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<tr>
<th>Company Name</th>
<th>Address</th>
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<tr>
<td>City</td>
<td>State</td>
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<tr>
<td>Telephone</td>
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<tr>
<td>Contact Person</td>
<td>Title</td>
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As a duly authorized representative of the above-named company, I have read, understand and agree to the following terms with regard to being a participating company in this Trade Show:

- Only Products of 51% US content and/or value-added products may be represented as part of the IMPACT participating company’s products/services. No foreign produced items may be included, except items from foreign countries that have been processed or value-added in the U.S.
- The participating company must have an office and staff or manufacturing facility in the U.S.
- Cancellations: No refunds will be issued after **July 14, 2017**, Cancellation before **July 14, 2017** should be in writing to Brent Rondon at rondon@duq.edu. Trip cancellation insurance is available at extra cost.
- All participating companies must provide results attained through participation in the Trade Show to the Duquesne University SBDC. “Initial Results” are any estimated sales amount defined by the sales representative the company met at the show followed by Actual Sales when they occur. We use this information to track progress in the market.
- Participating companies assume all risks of participation in this Trade Show.

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<tr>
<th>Company Authorized Representative (Please Print)</th>
<th>Company Name</th>
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**Signature**

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<th>Title</th>
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Payment Enclosed of $___________________

[www.sbdc.duq.edu/impact](http://www.sbdc.duq.edu/impact)
Welcome to IMPACT’s Opening Doors to the Pacific Alliance Countries for U.S. Manufacturers, an exciting program to assist you to increase exports which is partially funded through the U.S. Dept. of Commerce Market Development Cooperator Program. We are delighted to have you join the initiative!

The purpose of this grant funded program is to increase U.S. exports to Pacific Alliance countries. It focuses on manufacturers who supply the construction industry. We will prepare you to enter this market through a variety of mechanisms tailored to your needs. Among the benefits which will be available to you are: translation to Spanish up to a four page brochure and product label description; Orientation to the Pacific Alliance markets with hands-on assistance; Matchmaking with agents, distributors or direct purchasers through a trade mission coordinated in partnership with the US Commercial Service Gold Key service; attendance at a major industry trade show during the trade mission; interpretation and group transportation services and assistance with sales follow-up.

As a participant, you will be responsible, quarterly, for submitting success information such as dollar value and number of Pacific Alliance bound export sales (deliveries or contracts for goods or services), joint ventures established and similar measures of achievement throughout the course of the program. Reporting will be conducted through quarterly surveys. We are obligated to American tax payers to report this information. This information is confidential. The International Trade Administration does not share your success information unless you expressly agree to it. To confirm your commitment, please read the following Success Agreement statement and sign and date in the designated area.

By signing below, I finalize my commitment to the IMPACT Opening Doors to the Pacific Alliance Countries for U.S. Manufacturers Market Development Cooperator Program and agree to provide success information I have achieved during the program duration.

I certify that I am, that my company is, or that I or my company represents: (a) a United States citizen; (b) a corporation, partnership or other association created under the laws of the United States or of any State; or (c) a foreign corporation, partnership, or other association, more than 95 percent of which is owned by persons described in (a) and (b) above; AND I am, my company is, or the entity I or my company represents is, exporting, or seeks to export goods or services produced in the United States, or goods or services that contain at least 51 percent U.S. content. I understand that this certification is a requirement to participate in the MDCP project activity described above and that an intentionally false certification may result in termination of participation in such activity. Information provided to the International Trade Administration (ITA) is intended solely for internal use. ITA will protect business confidential information to the full extent permitted by law and Administration policy. U.S. law prohibits U.S. government employees from disclosing trade secrets.

I agree to the terms of this success agreement with Duquesne University as set forth above.

Company Name

Address

Email/Phone

Your Name/Title

Signature

Date

www.sbdc.duq.edu/impact