



# EXPOMINA: PERU MINING SHOW 2018

*The Most Important Mining Event in Peru for 2018*

*The IMPACT PROJECT is offering Booth and Catalogue space at subsidized rates due to the MDCP grant from the U.S. Department of Commerce.*

**September 12-14, 2018**

**Goal is to increase U.S. Exports into Latin America.**

Peru is the fastest growing economy in Latin America, with a 6% average annual growth rate. Mining constitutes more than half of total exports at 58% and 14.4 percent of GDP in 2016.

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.

### EXPOMINA SHOW:

- EXPOMINA is the show with over 850 exhibitors, and 40,000 visitors.
- The visitors include executives, professionals and service providers in the industry, international delegations, and regional government representatives.
- The Expomina Peru is accompanied by important forums on topics such as mining, investments, communications and environmental.
- There will be international pavilions from Argentina, Australia, Canada, Chile, China, France, Germany, United States, and the UK.
- **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, railroad eq., process controls.

**Deadline to apply: July 27, 2018**

### Trade Show Itinerary

- September 10: Trip to Lima, Peru.
- September 11: Booth Set up.
- September 12-14 : Trade Show

### Services provided by the IMPACT Project

- Customized Exhibit space and Banner booth are at a subsidized cost.
- Interpreter services available
- Briefing by U.S. Embassy
- Free Spanish Translation of up to 1000 words
- Catalogue show option is available.
- Travel grants available through SBA's STEP grants. Visit <https://www.sba.gov/managing-business/exporting/step>

### \* Trade Show and Catalogue Fee

|  |        |
|--|--------|
| Exhibit banner in Spanish plus the Booth Space | \$2400 |
| Catalogue Show-Need 50 brochures.              | \$300  |

Register and pay 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](mailto:rondon@duq.edu) or [duqsbdc@duq.edu](mailto:duqsbdc@duq.edu) INFO: [www.sbdc.duq.edu/impact](http://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 EXPOMINA Peru on September 12-14, 2018

1) Must serve the following industries:

- |                                   |                   |                               |
|-----------------------------------|-------------------|-------------------------------|
| a. Construction                   | d. Infrastructure | g. Mining                     |
| b. Petrochemical<br>Manufacturers | e. Transportation | h. Power Generation Equipment |
| c. Engineering Firms              | f. Oil and Gas    |                               |

2) Prefer the following product categories and supplies:

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

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 IMPACT PROJECT-GLOBAL BUSINESS SBDC

Tel. 412-396-5670

rondon@duq.edu

[www.sbdc.duq.edu/impact](http://www.sbdc.duq.edu/impact)

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# EXPOMINA: PERU MINING SHOW 2018

*September 12-14, 2018*

## 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](mailto:rondon@duq.edu). Make checks payable to Duquesne University SBDC. (\$2400 for booth or \$300 for the Catalogue show). You can also register and pay online at [www.duq.edu/sbdc](http://www.duq.edu/sbdc). **Registration and payment must be received by July 27, 2018.**

|                |     |       |     |
|----------------|-----|-------|-----|
| Company Name   |     |       |     |
| Address        |     |       |     |
| City           |     | State | Zip |
| Telephone      | Fax | Web   |     |
| Contact Person |     | Title |     |
| E-mail         |     |       |     |

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.
- The participating company must have an office and staff or manufacturing facility in the U.S.
- Cancellations: No refunds will be issued after **July 27, 2018**. Cancellation before **July 27, 2018** should be in writing to Brent Rondon at [rondon@duq.edu](mailto:rondon@duq.edu). Trip cancellation insurance is available at extra cost.
- All participating companies must provide sales results attained through participation in the Trade Show to the Duquesne University SBDC. We use this information to track progress in the market.
- Participating companies assume all risks of participation in this Trade Show.
- Once you register, we will need your company logo, tag line, website, product pictures and product description in 3-4 bullet form to make your booth display.

Company Authorized Representative (Please Print) \_\_\_\_\_ Company Name \_\_\_\_\_

Signature \_\_\_\_\_

Title \_\_\_\_\_ Date \_\_\_\_\_

Payment Enclosed of \$ \_\_\_\_\_ [www.sbdc.duq.edu/impact](http://www.sbdc.duq.edu/impact)





## IMPACT México, Colombia, Perú and Chile: Opening Doors to the Pacific Alliance Countries 2015-2018

### SUCCESS AGREEMENT

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 Infrastructure/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](http://www.sbdc.duq.edu/impact)

