



# EXTEMIN: PERU MINING SHOW 2017

*The Most Important Mining Event 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.

## EXTEMIN SHOW:

- The Peruvian Institute of Mining Engineers PERUMIN - 33rd Mining Convention, biennial event aims to strengthen professional development, research, innovation and technology.
- EXTEMIN is the show with over 1600 exhibitors, and 100,000 visitors that range from dealers and distributors to producers.
- There will be international pavilions from Argentina, Australia, Belgium, Canada, Chile, China, France, Germany, Spain, United States, and 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, process controls.

Deadline to apply: August 14, 2017

## Trade Show Itinerary

- September 16: Trip to Lima, Peru.
- September 17: Arriving to Lima and connecting to Arequipa City, 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, all in Spanish.
- Interpreter services available
- Briefing by U.S. 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

<b>Exhibit banner in Spanish plus the IMPACT Booth Space</b>	Before July 28, 2017-
	<b>\$2400</b>
	After July 28, 2017-
	<b>\$2700</b>
Catalogue Show	<b>\$300</b>

Register and pay online at [www.sbdc.duq.edu/impact](http://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](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 EXTEMIN Peru on September 18-22, 2017

1) Must serve the following industries:

- |                                |                   |                               |
|--------------------------------|-------------------|-------------------------------|
| a. Construction                | d. Infrastructure | g. Mining                     |
| b. Petrochemical 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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# EXTEMIN: PERU MINING SHOW 2017

*September 18-22, 2017*

## 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 or 2700 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 August 14, 2017.**

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. 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 **August 14, 2017**. Cancellation before **August 14, 2017** 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 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.

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 2015-2017

### 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)

