

Chile Mining Show Now Recruiting Firms

Santiago — Canadian mining equipment and services companies now are being invited to participate, on a first-come, first-serve basis, at the Canadian pavilion at **ExpoMin'92**, being held May 12-16 in this Chilean capital.

The External Affairs and International Trade Canada National Stand is expected to represent the largest Canadian mining equipment/services presentation ever held outside the country. Would-be participants are advised to register their interest early.

At the 1990 show, 53 Canadian companies reported sales expectations of \$14.6 million. Even more significant results are anticipated at the 1992 event.

That's because Chile, the world's largest cash market for mining equipment, plans, between now and the year 2000, to invest \$4

billion in the industry. Most of this investment will be used to solve productivity problems and expand output capacity.

Specifically, the expenditures look like this:

- \$2.07 billion to solve operational problems;
- \$350 million for environmental protection programs;
- \$1.26 billion for plant expansion; and
- \$320 million for a variety of other programs.

There is an additional market: this mining show and technical

congress attracts delegations from every Latin American country engaged in the mining industry.

Potential participants are reminded that all products are required to have a Canadian content of at least 66 2/3 per cent.

To apply to participate in or to obtain further information on **ExpoMin'92**, contact Paul Schutte, Latin America and Caribbean Trade Division (LGT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Fax: (613) 943-8806.

Fairs in Panama, Puerto Rico

Panama City/San Juan — Limited space at External Affairs and International Trade Canada-sponsored stands still exists for compa-

nies wanting to participate in trade shows in Panama/Puerto Rico.

EXPOCOMER'92, being held March 11-16 in Panama City, will be of particular interest to Canadian food products companies, construction and hardware firms, manufacturers of automotive accessories, informatics and office products supplies, as well as telecommunications, medical and healthcare companies.

The **20th Annual Food and Foodservices Equipment Trade Show**, being held April 25-27, 1992 in San Juan, is geared primarily to the Puerto Rican market (where Canadian food exports average around \$525 million), but also attracts trades people from nearby Caribbean islands.

The show provides participants the opportunity to meet potential buyers, agents and distributors throughout the region.

Contact Jon Dundon, Latin America and Caribbean Trade Division (LGT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 996-6921. Fax: (613) 943-8806.

Trade Shows Slated for Chile

A number of major trade shows is scheduled to be held in Santiago, Chile throughout 1992. External Affairs and International Trade Canada, together with the Canadian Embassy in Chile, expects to participate in those events marked with an asterisk.

• **FIDAE*** — March 8-15 — International Air and Space Fair.

• **Feria del Hogar** — March 19-April 5 — National Home Products Fair.

ExpoMin'92* — May 12-16 — Latin America-wide mining equipment and services show at which Canada will have a national pavilion. (See article above).

• **SOFTEL'92*** — July 13-19 — Latin America-wide informatics and telecommunications show at which Canada will have a pavilion.

• **ExpoFrut'92** — August 30-

September 5 — National Fruit Exporters' Show.

• **Edifica** — September 29-October 3 — Supplies, Equipment and Services Show for the Construction Industry.

• **FISA'92*** — October 28-November 8 — Chile's largest international fair, attracting exhibitors from over 50 countries. Canada will have a national pavilion.

• **ExpoPesca** — December 2-5 — National trade show dedicated to the fishing and aquaculture industries.

For further information on these events, contact Gail Cockburn, Latin America and Caribbean Trade Division (LGT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 996-5549. Fax: (613) 943-8806.