

In this edition of people@post we are focusing our attention on:

**Simon Smith @ London**

**Thawee Thaiprasithiporn @ Bangkok**

## **Metals, Minerals and Related Equipment Sector**

### **WHAT ARE THE EMERGING TRENDS IN THE MINING SECTOR IN YOUR MARKET?**

**Simon (London):** The domestic U.K. mining market has decreased considerably in the past 20 years. Coal mining is the largest mining activity in the U.K., although depletion of resources and cheaper imports have dramatically reduced the extent of actual mining activity. Another trend is the rise in environmentally driven policy issues, which are increasingly affecting the world of mining. European governments and the European Union are considering environmental legislation, such as restricting the use of nickel-cadmium batteries and legislating a ban on zinc-bearing products. We are already working hard at an advocacy level to ensure that Canada is not unfairly disadvantaged by such proposed legislation.

**Thawee (Bangkok):** As it did in other industry sectors, the Asian economic crisis affected the movement of raw materials between Thailand and Canada. In fact, the import of minerals and metal from Canada dropped from \$80.2 million in 1997 to \$70.7 million in 1998. Now that there are signs of economic recovery, Thai importers are regaining their confidence, and it is anticipated that imports in the sector will rise gradually. Regardless of the economic crisis, Canada continues to be recognized as an excellent source of fertilizer, asbestos, aluminum, sulphur, nickel, iron and steel.

### **WHAT TYPE OF NETWORKS DO YOU USE IN CANADA OR IN YOUR COUNTRY?**

**Simon (London):** The Mining Association of Canada is useful for market-access and policy issues. Some of the bigger companies and their governmental relations people are also good contacts. U.K. government contacts are helpful, as well as the U.K. Association of Mining Analysts, which is an excellent organization to work through for addressing the U.K. mining investment community.

**Thawee (Bangkok):** I'm a big fan of the International Business Opportunities Centre. I use them most often for general sourcing of Canadian companies. I also use them for getting more details on specific Canadian companies.

### **CAN YOU RECOMMEND ANY GOOD SOURCES OF INFORMATION TO YOUR COLLEAGUES COVERING THIS SECTOR AT OTHER POSTS?**

**Simon (London):** The Mining Journal ([www.mining-journal.com](http://www.mining-journal.com)) is one of the world's leading mining magazines, and its Web site is helpful too. Another good starting point for information is the Mining Technology Web site ([www.mining-technology.com](http://www.mining-technology.com)), which is world-oriented and offers comprehensive company and projects lists.

**Thawee (Bangkok):** I get a lot of useful information from Natural Resources Canada ([nrcan.gc.ca/ms/efab/mmsd](http://nrcan.gc.ca/ms/efab/mmsd)), specifically the Minerals and Mining Division. I also refer regularly to the Minerals, Metals & Materials Society ([www.tms.org](http://www.tms.org)). This organization, which is international in both its membership and activities, includes nearly 13,000 members who are metallurgical and materials engineers, scientists, researchers, educators, and administrators from more than 70 countries on six continents.