

INPROHEAT Industries Ltd. — Continued from page 2

Reputation based on innovation

The company's novel approach to copper heap leaching involves applying direct contact heating to the raffinate solution which thereby enhances the rate of copper recovery.

"For this application," says Panz, "we realize almost 96 per cent heat transfer efficiency, compared to CMCC's conventional indirect heating system which approaches 70 per cent efficiency. With our system," he says, "the mine is realizing substantial energy savings in addition to enhancing copper production."

As a matter of fact, INPROHEAT's launch into the world of exports is based on reputation, as the company had already provided innovative adaptation of its Submerged Combustion technology for a Rio Algom-owned potash mine in Saskatchewan in the early 1990s.

As for "choosing" Chile as its first export market? It so happens that CMCC is wholly owned by Rio Algom of Ontario; Rio advised the Chileans to approach INPROHEAT.

Top-notch Canadian help

For a company that has built its reputation on quality service to Western Canada, exporting should prove equally successful, especially with expert help from

the Canadian Government.

Panz gives top marks to both Industry Canada and the Canadian Embassy for the workshop in Santiago and the environmental trade show, Eco Feria, that immediately followed it.

"The Embassy," he says, "has given us tremendous strategic information and good contacts for Chilean mines worth pursuing."

As for other Canadian companies interested in Chile, he highly recommends the services offered by the Canadian Embassy.

"They offer excellent advice," Panz says, "and show great enthusiasm for introducing Canadian companies to Chile. They work hard for Canadians and they are a real pleasure to work with."

INPROHEAT firmly believes that there is a real demand for innovative ideas, and that Canadian companies can find all the help they need from the Canadian Embassy in marketing their novel products and services.

From domestic to international markets

After having CMCC switch to INPROHEAT's highly efficient heat transfer technology — a truly Canadian commercialized technology developed in B.C. —

Panz is highly optimistic of further successes in Chile where there are some 70 other opportunities to pursue.

"We plan to participate at EXPOMIN'96 in Chile in May," says Panz, "where we will have something very tangible to offer. Chileans are very enthusiastic to pursue innovative technologies," he adds, "to enhance the development of their resource-based industries."

"We feel privileged," Panz pursues, "that as a B.C.-based company we can compete abroad and have recognized that our sustained corporate growth definitely included export sales."

INPROHEAT plans to capitalize on its Chilean experience and pursue projects globally as demand for energy efficient technologies in virtually all industries becomes a necessity to ensure sustained growth.

Comments Panz: "We have only seen the tip of the iceberg in applying this technology."

For more information on INPROHEAT — with a total staff of 30 people in Vancouver, Edmonton and Winnipeg, and annual sales of \$12 million-\$15 million — and its services, contact company Director, Energy Systems, Steven Panz. Tel.: (604) 254-0461. Fax: (604) 254-6377.

Win Export-Looking for Export Opportunities?

Make sure you are registered in the WIN Exports database which will showcase your company's capabilities to foreign buyers. To register, fax your request on your company letterhead to 1-800-667-3802 or 613-944-1078.

