

# TRADE FAIRS AROUND THE WORLD

## Shows Explore Chile, Peru Mining Markets

**Santiago, Chile** — Companies now are being recruited to participate in the major mining trade event in South America, **EXPOMIN'96**, being held here May 14-18.

An option exists, as well, to follow on with a visit to the **Lima Solo Show**.

Participation in **EXPOMIN** affords Canadian companies an excellent opportunity to make key contacts in this industry. The event, held every second year since the mid-1980s, now is one of the largest mining equipment/services expositions in the world, attracting close to 30,000 professional visitors.

Canada has participated in **EXPOMIN** since the beginning, with 127 companies attending in 1994, and has found it is a "must attend" for companies that

either plan to be or are active in this market.

And quite a market it is!

"The market share of Canadian exports of machinery and mining equipment to Chile has doubled from 5 per cent in 1992 to 10 per cent in 1994. These exports amounted to \$89 million in 1994, of which \$15.4 million is attributed to mining equipment other than machinery. These figures should continue rising with Chile's accession to NAFTA."

The excerpt is from the publication, *Opportunities in Chile — Mining Equipment & Services Market*, which is available, quoting code 180LA, from DFAIT's InfoCentre, Fax: (613) 996-9709, or, quoting code 82106, through the InfoCentre FaxLink (see box bottom page 16).

**EXPOMIN'96** participants, and other interested parties, have the option of attending the **Lima Solo Show** (May 21-23, 1996) which features the presentation of technical papers, a show and reception.

Predictions are that, in the next four years, US\$8.9 billion will be invested in the Peruvian mining sector. Thirty per cent or US\$2.7 billion will be spent on machinery/services.

For details on cost, booth size or other information, contact Jon Baird, Canadian Association of Mining Equipment & Services (CAMESE), Toronto, Tel.: (905) 513-0046; Fax: (905) 513-1834; or Paul Schutte, Foreign Affairs and International Trade, Ottawa, Fax: (613) 944-0479.

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Canada has been working with the United States and Mexico to expand the NAFTA (North American Free Trade Agreement) to include Chile and, in view of the difficulties encountered by the U.S. Administration in obtaining from Congress "fast-track" trade negotiating authority, we shall take steps to help achieve Chile's accession to NAFTA as soon as possible. Work has also begun with our partners in the Western Hemisphere to create a broader free trade area no later than 2005.

In the Asia-Pacific region, government leaders adopted in Osaka, Japan, a "road map" that will guide the 18 economies of APEC (Asia-Pacific Economic Co-operation forum) in achieving free trade in the region by no later than 2010 for developed economies and 2020 for developing economies.

More recently, Canada called for the strengthening of transatlantic economic links through further trade and investment liberalization initiatives, leading to eventual transatlantic free trade.

### Future Prospects

As we look toward the new year, the international trade environment seems poised for additional challenges and opportunities.

We shall continue to work with our partners all over the world to open new markets and to break new ground in trade and investment liberalization.

We shall also continue to use the Team Canada approach to win new business overseas and thus continue Canada's international expansion, which is so crucial to growth and job creation.