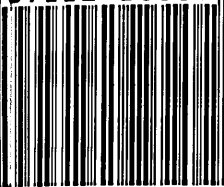


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# CanadExport

## EXPOMIN '98: Latin America's Largest Mining Trade Show

Trade Fairs

SANTIAGO, CHILE — May 12-16, 1998 — Organized by the Canadian Association of Mining Equipment and Services for Export (CAMESE) — with support from the Department of Foreign Affairs and International Trade — EXPOMIN '98 will provide an excellent opportunity for Canadian mining suppliers to expand into the lucrative Chilean market.

Chile's mining sector is particularly attractive to both local and foreign investors, and exploration investment has boomed. Today, Chile is the largest producer and exporter of copper in the world, and gold and silver production is also on the rise.

The expansion of mining activity over the last decade and the wave of

mining projects under preparation have generated a high and continuous demand for mining equipment. Imports represent approximately 80 per cent of the mining equipment market, valued at US\$600 million in 1996.

Canadian producers of machinery and mining equipment and services are respected in Chile for their state-of-the-art technology and leading mining methods and processes. An estimated 150 Canadian mining equipment and service companies are active in Chile, and Canadian authorized investments in the mining sector have reached US\$4 billion.

Canadian exports of machinery increased by 138 per cent from 1993 to 1995. For the near future, import

requirements are expected to increase as more project decisions are made to proceed to the construction stage. With the recent signing of the Canada-Chile Free Trade Agreement, the majority of mining equipment products have entered Chile duty free since July 5, 1997.

These are all good reasons for Canadian mining suppliers to participate in EXPOMIN '98.

For more information, contact Francis Bourqui or Catherine Resentera, CAMESE, Suite 101, 345 Renfrew Drive, Markham, Ontario, L3R 9S9, tel.: (905) 513-0046, fax: (905)513-1834, e-mail: minesupply@camease.org

## Opportunities for Canadians at International Aerospace Exhibition

BERLIN, GERMANY — May 18-24, 1998 — Canadian companies in every aspect of the aviation and aerospace industry are encouraged to participate in the International Aerospace Exhibition, ILA '98.

Germany has traditionally been the best market for the Canadian Aerospace industry outside North America. Canadian aircraft sales into Germany are soaring, as are sales of engines, simulators and other aerospace-related equipment and services. ILA '98 will be the best opportunity to improve business relations even further, particularly in the emerging markets of Central and Eastern Europe, which can be easily reached via Germany.

ILA will also provide the best venue to offer airport technologies and equipment for the new Berlin Brandenburg International Airport, to be built at the ILA site in Schoenefeld. Approximately US\$8 billion will be invested in the new airport.

Among the events turning ILA '98 into an outstanding business forum are MRO Europe, a conference and exhibition on maintenance, repair and overhaul; the 1<sup>st</sup> Unmanned Aerial Vehicle (UAV) Conference and Exhibition; and the 1st World Air Transport Meeting, offering a unique market opportunity for military and commercial air transport.

All business activities at ILA will be accompanied by an outstanding international conference program, as well as an East/West Aerospace Centre, offering valuable information services and workshops for exhibitors.

For more information, contact Heri R. Baum, Baum International Media Service Ind., 203-2323 Boundary Rd, Vancouver, BC, V5M 4V8, tel.: (604) 298-3004/3005, fax: (604) 298-3966, e-mail: hbaum@baumpub.com

### MARKET REPORTS

DFAIT's Team Canada Market Research Centre produces a full range of sectoral market studies to help Canadian exporters identify foreign markets. Currently, some 230 reports are available in 25 sectors ranging from agri-food/equipment and automotive to consumer products, forest industries, plastics, space and tourism. The reports are available through the InfoCentre's FaxLink (613-944-4500) or on the Internet at <http://www.infoexport.gc.ca>