

Mining Industry Overview and Exporting Opportunities in Latin America



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Mining Industry in Latin America

Key Opportunities for Expanding U.S. Coal Exports

Domestic U.S. coal production provides for a secure energy supply, as coal is the most abundant energy source within the U.S. To maintain U.S. security of supply, U.S. exports of coal have been shadowed by the exportation of clean coal technology, coal preparation equipment, and emissions abatement equipment, all of which can remedy environmental degradation in countries where coal is used as a primary energy source. The United States has an unmarked advantage in developing and commercializing these technologies, as the Department of Energy has funded coal-fired demonstration plants and small-scale testing facilities to encourage the deployment of advanced coal-fired systems. Industry has indicated that increased DOE funding for coal-fired demonstration plants would be most beneficial for the development of cleaner burning coal systems. Once these systems prove to be efficient and commercially-viable, industry looks to DOC to promote the exportation of clean coal technologies in countries where coal is the greatest energy resource.

Obstacles Facing Industry in Expanding Exports

In terms of U.S. exports of energy sources, coal is unique in that there are no U.S. export permit requirements for the U.S. sale of coal, unlike U.S. exports for oil, gas, LNG, and electricity. Moreover, there are few foreign barriers that obstruct or impede U.S. coal exports. The only major impediment to U.S. coal exports is the required infrastructure of coal-fired power plants in the importing countries: Only countries that burn coal in power plants or industrial facilities will import U.S. coal. Those countries with few or declining numbers of coal plants will not import U.S. coal. This scenario is most evident in Canada, where coal-fired power plants are being phased out in Ontario.

It is worth noting that exports of coal-fired power plant equipment provide greater opportunities in comparison to coal itself. The most important obstacles and impediments to the exportation of U.S. clean coal power production equipment involve licenses and IPR issues, both of which are a concern for large U.S. manufacturers and SMEs. The majority of plant equipment is sold under licensing arrangements, and thus IPR issues are of major concern to U.S. coal plant equipment companies that aim to enter the Chinese market, for fear that their technology may be replicated throughout China. This has proved to be a precarious situation for U.S. coal power equipment companies, in that they recognize the potential for increased market share in China, though fear that their technology may be replicated without benefiting from licensing royalties and fees.

Latin America Markets Overview



Brazil is the world's fifth largest mineral producer and has one of the world's largest mining equipment markets. The mining sector in Brazil was expanding at very high rates during the last 10 years and breaking nearly all records every year, but since August 2008 a sharp downturn has prevailed in the market. As of February 2009, most analysts say that it is still very unclear how the market will evolve during the next two years. Most analysts expect that it will take at least two to three years for the market to reach the output and price levels of August 2008. A recovery will depend basically on the

international demand for raw materials.

The Brazilian mineral potential still has not been fully surveyed, and significant discoveries of mineral deposits are still expected in the future. Most of Brazil's mines are open pit so the underground mining equipment market is relatively small, though more underground mines are expected to open in the next 3 - 7 years.

Brazil's largest installed mining operations are for iron ore, with 2008 output at 409 million metric tons/year (Mt/y), representing nearly 19% of the world's total. Brazil also produces bauxite (26.6 Mt/y in 2008, or 13% of the world's total), gold (55 t/y in 2008), kaolin (2.5 Mt/y), manganese (2.4 Mt/y), niobium (86,000 t/y, with 94% of the world reserves), potassium chloride (KCl) (650,000 t/y), phosphate concentrate (6 Mt/y), zinc (185,000 t/y of metal content) and cement (50 Mt/y in 2008). Brazil's coal production is relatively small and has been stagnant for the last 20 years. The output in 2008 was only 11 Mt/y of steam coal, but is planned to reach 20 Mt by 2013, in order to supply several new local coal power plants.

Brazil is one of the largest importers of metallurgical coal, used basically by its steel manufacturers. It imported 16.1 million metric tons (US\$1.75 billion) of metallurgical coal in 2006. The main supplier countries were Australia (35% of the total imported in 2006), U.S.A. (26%), Canada (9%), China (7%) and South Africa (4%). The largest Brazilian mining company Vale has made large investments in coal mining in Australia and in Mozambique in the last three years. It had an output of 4.1 Mt of coal in Australia during 2008 being 68% metallurgical coal and 32% steam coal. In Mozambique, Vale is currently building a mining and railroad complex to start exporting coal in 2011. The total deposits are 2.5 billion metric tons and the total output is planned to reach 40 Mt/year. Vale also bought in 2008 a coal project in Colombia, to start producing 4.8 Mt by 2011.

US\$ (million)	2008*	2009*	2010*
Total Market Size	4,414	4,239	4,420
Total Local Production	4,657	4,462	4,657
Total Exports	582	553	582
Total Imports	339	329	339
Imports from the U.S.	116	111	116

* Statistical data are unofficial estimates from trade sources. Exchange rate US\$1.00 = R\$2.35.

Best Prospects

VALE: Companhia Vale do Rio Doce: Brazil's largest, and the world's second largest, mining company is Companhia Vale do Rio Doce. The company recently changed its brand name to VALE. Privatized in 1997, VALE is responsible for more than 50% of Brazil's mineral output based on value, and represents an excellent opportunity for US equipment suppliers. VALE produces nearly 90% of Brazil's iron ore; 100% of Brazil's potash, 85% of manganese, 43% of kaolin, 80% of bauxite, and it is also the top player in aluminum, copper, and nickel production. The output of its main minerals in 2008 was 302 million metric tons (Mt) of iron ore, 275 kt nickel, 11.6 Mt of bauxite, 5.0 Mt of alumina, 543 kt of aluminum, 311 kt of copper, 607 kt of potassium chloride, 1.1 Mt of kaolin.

VALE is also the top logistics player in Brazil, especially for ports and railroads, not only for its own use, but also as a supplier of logistics services to other companies. It is the largest Brazilian consumer of electricity. In the last five years, VALE has become very internationally diversified, having bought the Canadian company INCO (the world's largest nickel producer); plus the above mentioned coal projects, and many other projects in Latin America, Africa and Asia. Between 2002 and 2007, VALE was the Brazilian company with the highest increase in share value for investors at the stock exchange. VALE had been breaking its own records every year, and had shown very high rates of growth in practically all its activities in the last ten years, until September 2008. In the last quarter of 2008 however, due to the crisis in the international market, situation changed dramatically in the mining sector and Vale has also been hard hit like most other mining companies. In December 2008 Vale bought Rio Tinto's iron ore assets in Brazil, and potassium assets in Argentina and Canada, for a combined amount of US\$ 1.6 billion.

Anglo American has two large iron ore projects in Brazil. It officially announced in December 2008 that it is delaying start up of these operations for one year, to 2010 and 2012. Anglo is also delaying by nearly one year its big nickel project "Barro Alto," expected to start up in 2010 with an output of 36,000 kt/year in ferro-nickel alloys. Besides, AngloGold is the second largest gold producer in Brazil.

ArcelorMittal bought in 2008 a large iron ore project in Brazil, with an output of 3.8 Mt in 2008, being expanded to 10 Mt in 2012.

MMX, a new company that had started three large iron ore projects in Brazil in 2007, has been hard hit by falling prices in the market. Its main project is now on hold and the two others have been sold to Anglo American. Besides, it is developing two iron ore projects for nearly 5 to 10 Mt/year each one, which may also be delayed.

Gold: The total Brazilian output of gold is expected to expand from 51 t/y in 2008 to 100 t/y of gold metal in 2013, according to the Brazilian Ministry of Energy and Mines. The Canadian Kinross Group became Brazil's largest gold producer in 2008, when it started up a new project of US\$ 550 million and increased its output of gold metal from 5.4 to 17.2 metric tons o / year. Other large gold producers in Brazil are AngloGold Ashanti, Yamana Gold and Jaguar.

Opportunities

Brazil has a very limited market for turnkey machinery, as a number of leading multinationals have manufacturing facilities in Brazil, with some even exporting their products abroad. Among those already in Brazil are Caterpillar, Volvo, Case New Holland, Cummins, Ingersoll Rand, Metso, Atlas Copco, Sandvik, Siemens, Alston, Scania, ABB, 3M, Liebherr and GE. These equipment manufacturers, though, provide excellent opportunities for US parts and components for earth-moving equipment, belt conveyors, crushers and grinding equipment, laboratory instruments, and drill bits and equipment.

The most important trade show of this sector in Brazil is Exposibram, which is held every second year in Belo Horizonte. It is sponsored and organized by the Brazilian Mining Institute IBRAM. The next edition of this show will be on Sep. 21 – 24, 2009 in Belo Horizonte. Participation in it is highly recommended for U.S. manufacturers of mining equipment.

Resources

- For more information contact Industry Specialist Mauricio Vasconcelos at mauricio.vasconcelos@mail.doc.gov
- US Commercial Service Market Research Worldwide: <http://export.gov/mrktresearch/index.asp>
- Ministry of Mines and Energy (MME): www.mme.gov.br
- Brazilian Geological Service: www.cprm.gov.br
- VALE: www.vale.com
- Brazilian Mining Institute (IBRAM): www.ibram.org.br

- Specialized magazines: www.signuseditora.com.br (Magazine “Brazil Mineral”), <http://www.minerios.com> (Magazine “Minerios”), www.inthemine.com.br (New magazine, started in 2006).
- www.geologo.com.br (professional geologists association)
- www.abimaq.org.br (ABIMAQ - Brazilian Association of Machinery Manufacturers, with online database of manufacturers)



Mining production and exports represented 6.6% of national GDP in 2008 and copper mining production alone supported the bulk of the mining industry in Chile, with a 77% market share for the same year. After a number of boom years, driven by a frantic increase in copper prices (from US\$ 0.70/lb in 1997 to US\$4.3/lb in 2008), the Chilean mining industry will see a sharp slowdown in investment pace, mostly driven by the plunge of the international copper price (US\$1.40 per pound 01/29/09). Commodity price reductions combined with a strong decline in demand from traditional clients will

cause Chile’s income generated by the mining industry to shrink. In addition to copper, Chile is also a major world supplier of iodine, lithium, molybdenum, sodium and potassium nitrate, among many other non-metallic minerals.

Over recent years, the mining industry was investing not only in mining development and expansions, but in developing its own sources of energy, as each MW of energy unavailable represents large daily losses in lost production. Therefore, until the end of 2008, all large mining companies (all copper) developed investment projects that allowed them to secure much-needed energy along with minerals production.

Several planned investment projects were announced to come on-stream within the next 5-6 years, exceeding 18 billion dollars, to cover new mines, the expansion of existing ones and drastic changes in mining technology in some others. However, due to the decline in commodity prices (particularly copper prices), a fraction of these investments are being revised. Consequently, marginal mines presenting high production costs will not be developed or will be delayed until the industry goes through a cost rationalization process, the elimination of unprofitable units and a sharp reduction of costs. However, despite this not so “rosy” panorama, there are still important export opportunities in this industry, particularly for those offering technologies and products bringing cost reduction, improved productivity and more productive processes.

The Chilean mining industry’s key players continue to be Canadian, Australian and some European companies in this vital industry for Chile. There is almost no U.S. presence in mining exploitation, but the U.S. continues to be the single largest mining equipment supplier.

US\$ (million)	2007*	2008*	2009*(estimated)
Total Market Size	1,207	1,411	1,415
Total Local Production	485	500	500
Total Exports	35	42	35
Total Imports	757	953	950
Imports from the U.S.	300	348	340

In millions of U.S. dollars. Source: Chilean Customs Data, industry experts and own elaboration

Best Prospects

- Equipment that requires regular replacement:
 - Crushers
 - Grinders
 - Off-road trucks (240-440 tons)
 - Cabbed truck chassis (+ 50 tons)

- Parts for rock cutters
- 360 degree revolving excavators
- Cranes and screening machines
- Environmental system solutions (water treatment, air pollution abatement, mine closures)
 - Underground mining technology services
 - Wear-resistant materials
- Any production process

Opportunities

Between 2009 and 2014, there will be investments on the order of \$18 billion. U.S. exporters will continue to have opportunities to supply Chilean importers, as the exchange rate continues to be favorable.

Resources

In Chile, there are two mining trade shows in alternate years, EXPOMIN and EXPONOR:

- EXPONOR: Exponor is a CS Certified Trade Show. The U.S. Pavilion held over 100 exhibitors during 2007. This trade show takes place in odd years in the city of Antofagasta. Exponor 2009 was held in June 15-19, 2009: www.exponor.cl
- EXPOMIN: Expomin is a CS Certified Trade Show. This is the world's largest mining trade show outside of the U.S. It has global attendance, gathering over 2,500 exhibitors. The official U.S. Pavilion usually takes half of the entire exhibit floor, with some 200 exhibitors. This show takes place in even years in Santiago, and Expomin is scheduled for late April, 2010, in the city of Santiago: www.expomin.cl



The mining industry in Argentina has expanded exponentially in the last fifteen years. Nevertheless, there are a significant number of mining projects throughout Argentina that have not reached their full stage of development. Regulatory changes in general investment legislation and in specific mining-sector legislation in the early nineties favored a significant increase in foreign investment in the industry. The sector's growth propelled local demand for mining machinery and equipment. Several new mines are expected to be built in the next five years, which represent future business opportunities

for U.S. suppliers of mining equipment and machinery.

Major players in exploration are principally Canadian "juniors", while in the operation/production area the principal actors are Xstrata, Barrick, Rio Tinto, the Lundin Group, Silver Standard Resources, Anglo Gold Ashanti, FMC Lithium, Hochschild Mining, Coeur D'Alene, Pan American Silver, Yamana Gold, and Intrepid Mines.

Best Prospects

Demand for imported goods is somewhat evenly distributed between large digging, leveling, scraping, excavating, quarrying and earth moving equipment (HS 8430), and equipment for sorting, screening, separating, washing, crushing, and grinding (HS 8474), including healthy volumes of parts and tools (HS 8431 and 8207).

Opportunities

U.S. suppliers continue to dominate the market; however, Brazilian, Asian and Canadian competitors are expanding steadily.

Resources

For additional information on this industry, including market analysis, trade events, contacts, and the products and services that the U.S. Commercial Service can provide to help you succeed in the Argentine market, please contact Marcelo Amden, Industry Specialist at Marcelo.Amden@mail.doc.gov or visit <http://www.buyusa.gov/en>



During 2008, the mining sector grew 7.9%, reflecting increases in virtually all metals production, especially copper and gold. Given prevailing global economic conditions and steep declines in many metal prices during the latter half of 2008, it is unlikely that 2009 will see similar production increases.

The mining sector remains a critical element of Peru's economy and the destination for a majority of foreign investment flowing into the country. In 2008, 60% of Peru's exports were minerals, while a significant portion of all imports, possibly almost half, were destined for the mining sector, making this industry an important customer for a wide-range of capital goods and equipment.

Best Prospects

The figures below represent each product's share of Peru's total imports in this sector.

HTS Codes	Description	%
8704230000	Dumpers designed for off-highway use G.V.W. exceeding 20 metric tons	14.1
842951	Front-end shovel loaders	10.9
84148020	Air or vacuum pumps, air other gas compressors and fans ventilating or recycling hoods incorporating a fan, whether or not fitted with filters, over 262.5 kw, and parts thereof	10.2
842952	Mechanical shovels, excavators and shovel loaders: machinery with a 360° revolving superstructure	6.0
84291100	Bulldozers and angle dozers, track laying, self-propelled	5.7
870410	Dumpers designed for off-highway use	5.0
84749000	Parts of sorting, screening, separating or washing machines	4.5
8431410080	Other parts suitable for use solely or principally with the machinery of headings 8426, 8429 or 8430	3.8

Key Mining Production Updates

The extraction of zinc increased during 2008, owing partially to the Antamina mining company's strong performance and high production levels at its new pebble crushing plant. This plant has allowed the company to reach a greater recovery capacity of minerals extracted. Gold production also increased after the start-up of operations of a new gold mine crushing plant with an investment of \$350 million made between 2006 and 2008 at the Yanacocha mine operated by Newmont of the United States. Also, operations were started at Goldfields' La Cima, which have made an important contribution to production. Barrick Misquichilca also achieved production gains as a result of its good performance in Alto Chicama.

Copper also experienced an upward trend throughout the year, mainly due to Xstrata's increase in production after the start-up of its new sulfur plant.

In November 2008, Antamina announced a 77 percent increase in its reserves' estimate which takes its useful life from 23 to 34 years. Lead production numbers reflect production increases in Los Quenuales, Volcan, and Milpo.

Silver production registered less activity due to falls in production at the El Brocal mine. Likewise, there is less production of tin due to less activity by Minsur in its San Rafael mine in Puno; less steel due to reduced activity by Shougang at its Marcona field and lower molybdenum production related to Antamina's drop in activities.

Potential new operations are also being pursued, such as the signing of a concession transfer agreement for the Toromocho copper project between the Peruvian Government and Chinalco, the Chinese aluminum corporation. Projected investment of \$2.152 billion could generate 5,000 jobs during the construction stage and 2,500 for operations. Production is planned to start in 2012, although significant potential hurdles remain, including the planned relocation of a nearby town.

In June 2008, the British company Anglo-American entered into a social agreement with the communities of Michiquillay and La Encañada, both of which are located in Cajamarca, which will receive \$201 million over the next few years to be used for farming, infrastructure, and health development. During the same month, Southern Copper Corp. projected an investment of \$934 million in its Tía María copper project. At present, the company has committed \$388 million in purchase orders and contracts for the acquisition of new equipment for the development of Tía María.

In early October 2008, the mining company Goldfields La Cima S.A. started operation of the Cerro Corona mining unit in Cajamarca with an investment of \$550 million. It estimates annual production will be 150 thousand ounces of gold and 27 thousand TMF of copper per year.

As of this writing, and owing to the decline in both prices and demand for many metals, many mining firms in Peru may delay new investments until global economic conditions improve.

Opportunities

Peru currently plays host to a number of top international firms operating major mining activities throughout the Andean region of Peru. Both international and local firms hold plans to expand operations in Peru, either at existing mines, or in undertaking prospecting activities (mapping, sampling and drilling), as well as engaging in feasibility and/or environmental studies. Total planned investment in the sector could be as high as \$20 billion, although the current global economic down-turn has led a number of firms to scale-back or delay expansion plans. Still, Peru has considerable untapped mining potential, given that only 10% of its territory has been explored for mineral prospects. In addition to world-class reserves of copper, gold, silver zinc and other metals; there is also considerable production or potential for non-metal mining products such as limestone, which represents approximately 53% of the non-metal mining production, as well as concrete, coarse salt, sand, clay, puzzolana, diatomite, bentonite, phosphoric rock, travertine, borates and others.

Given existing mining activities and the likelihood of continued long-term expansion in this sector, firms supplying to the industry should continue to find a range of marketing opportunities in Peru.

Resources

- Central Bank: <http://www.brcp.gob.pe>
- Grupo Apoyo: <http://www.apoyo.como>
- Ministry of Energy and Mines: <http://www.minem.gob.pe>
- Ministry of Production: <http://www.produce.gob.pe>
- National Mining, Petroleum, and Energy Society: <http://www.snmpe.org.pe>
- Osinergmin (Energy and Mining Regulatory Agency): <http://www.osinerg.gob.pe>
- Private Investment Promotion Agency: <http://www.proinversion.gob.pe>



The Uruguayan mining sector has traditionally been based on the extraction of non-metallic minerals for the construction, glass and ceramics industries, as well as for other industrial applications. Among those inputs the following can be highlighted: gravel, pebbles, limestone, dolomite, quartz, talc, gypsum and clay. Also mined are ornamental rocks such as granite, marble and flagstones as well as semi-precious stones for jewelry (agates and amethysts).

In the last five years, the Uruguayan mining sector has begun to reawaken and diamond exploration has been added to the list of prospective ventures. The country has opened its doors to new investment inflows, which are bolstered by both national legislation and the prevailing propitious business environment.

Mining output accounts for only about 2% of Uruguayan GDP. In the late nineties two major projects were undertaken in the areas of gold mining and cement production. The success of these ventures has led to an increased interest in the market and as a result four new gold prospecting licenses have been issued.

As only 5,000 km² of Uruguayan territory has been prospected by private investors, it is still feasible to explore 90% of its land area. A secure and appropriate framework has been developed so as to attract additional mining investments.

In 2006, imports of mining equipment were valued at US\$ 21.2 million. The largest suppliers were Brazil, with a 35% market share (US\$ 7.4 million) and the U.S. with a 16% market share (US\$ 3.4 million). Other significant suppliers included the UK (7%); Chile, Italy and China with 5% each and Argentina and Germany with 4% each. There are no special regulations applicable to mining equipment.

Best Prospects

Uruguay is an attractive market for U.S. mining equipment/machinery companies wanting to explore new opportunities in South America. U.S.-manufactured mining equipment considered to have the best sales prospects in the future include: cranes, crushing and pulverizing machinery, dredges, hydraulic excavators, quarrying machinery and equipment, elevators, compressors, drilling equipment, hammer mills, special trucks, etc.

Product	Harmonized Tariff Code
• Bulldozers, loaders, scrapers, etc.	8429
• Drilling equipment	8430
• Parts for mining equipment	8431
• Mine product processing machinery	8474
• Precision hand tools	8467

Explosives also will present interesting export opportunities. With recent advances in geophysical and geochemical exploration techniques, assessing Uruguay's potential is easier now than at any time in the past.

Foreign investment in mining equipment and machinery is increasing, but there are still many opportunities for companies to operate in this stable, democratic and geologically prospective country.

Opportunities

Mining Equipment

The mining equipment sector is import-based. Total Uruguayan imports in 2006 were 7% lower than in 2005, decreasing from US\$ 22.5 to US\$ 21 million. U.S. companies have a good reputation for supplying quality products, but face strong competition from Brazil, Chile, Taiwan, Japan, the UK, China and many other European countries. U.S. imports account for approximately 16% of the market.

There is no local production of mining equipment in Uruguay. However, there is a very small segment of the local industry focused on the production of small machinery for rock quarry excavation.

Resources

For More Information, the U.S. Commercial Service in Montevideo, Uruguay can be contacted via e-mail at: Jorge.Balparada@mail.doc.gov; or visit www.buyusa.gov/uruguay/en

- Ministry of Industry, Energy and Mines - www.miem.gub.uy
- National Mining and Geology Directorate (DINAMIGE) - www.dinamige.gub.uy
- Uruguay Mineral Exploration, Inc - (UME) - www.ume.com.uy
- Mining Journal Special Publication – www.mining-journal.com



Mining has represented 30 percent of all Colombian exports over the past ten years. Colombia is an attractive platform where U.S. companies can take advantage of this strong and growing sector to export mining equipment and accessories. Large mineral resources and coal reserves are estimated at 6.6 billion metric tons (or 40 percent of Latin American coal reserves) making Colombia the fifth largest thermal coal exporter in the world. The GoC under the Strategic National Mining Plan (Visión Minera al 2019) will develop the required infrastructure for coal and other mineral mining production activities, as the government plans to enhance the sector's share of the national economy in 2019 by producing up to 200 million tons of coal. In response to the challenges of mining developments, mining equipment sales, including boring, sinking machinery, parts, dumpers, lifting machinery, bulldozers and mechanical shovels will grow. There is a potential for immediate and sustained growth to support:

Mineral exploration (geophysics, mapping, diamond drilling, tunneling) and mining software (resource estimation, modeling, mine design and planning, maintenance and optimization); environmental equipment (water and sewage treatment plants, effluent analyzers, and software); environmental consulting remediation and mine closure), and mine safety equipment.

Construction projects for technological and infrastructure strengthening allowing road, fluvial, port and airport connectivity. Main projects include: the rehabilitation of the secondary and tertiary road networks to connect mining developments to principal networks; the renovation and construction of safe and reliable electrical infrastructure; and, the strengthening of railroad and port capacity with an emphasis for deep water-ports.

In Colombia, imports of mining construction equipment benefit from a favorable exchange rate; relative proximity to the United States; the 2005 elimination of import duties for equipment, spare parts, and accessories destined for various mining activities (production, processing, and transformation); and; tariffs ranging between five and 15 percent (with an average of 12 percent in 2008).

Best Prospects

Most Colombian mines are open-pit, although there are some smaller underground mining operations. Best prospects for mining equipment include:

- Rail or tramway construction, material of iron or steel, construction equipment, self-propelled;
- Construction equipment, not self-propelled;
- Parts of cranes, work-trucks, shovels, and other construction machinery unit,
- Construction machines (single sta) for working metal;
- Construction sets;
- Engineering and safety services; and
- Unit construction machines for working metal.

Opportunities

Colombia has excellent mining potential from a diverse pool of geological environments, a wide variety of minerals and metals including: metals and precious stones; gold, silver, platinum, emeralds; metallic-nickel, copper, iron, manganese, lead, zinc, titanium; non-metallic, land salt, marine salt, gravel, sand, clay, limestone, sulphate sulphurs, baryta, bentonite, feldspar, fluorite, asbestos, magnesite, talcum, gypsum, phosphoric rock and ornamental rocks; and; fuels. Coal expansion projects are potential market opportunities for U.S. companies.

In 2008, the U.S. coal producer Drummond received the environmental and production license to operate its El Descanso Norte mine, a USD 1.5 billion project. DNP will develop small and medium size mines in the region of Chocó as a part of the economic and social Promotion Plan for Chocó using a USD 2.4 billion budget. AngloGold Ashanti, the third largest gold producing multinational in the world just entered the Colombian market and plans to begin production at the La Colosa Mine by 2014 of up to 20 million gold ounces, when they receive the environmental license.

Resources

- For more Information contact: Julio Carbó, Commercial Specialist, Julio.Carbo@mail.doc.gov
- Ministry of Mines and Energy: www.minminas.gov.co
- Mining and Energy Planning Unit: www.upme.gov.co
- National Concessions Institute (INCO) www.inco.gov.co
- Drummond Ltd.: www.drummondltd.com
- Carbones del Cerrejón: www.cerrejoncoal.com
- Colombian Geological and Mining Service: www.ingeo Minas.gov.co
- Inter-American Development Bank (IDB): www.iadb.org/exr/country/eng/colombia/



At the end of 2008, Mexico ranked highly in terms of production among the mining producing countries of

the world; 2nd in silver, 12th in copper, 5th in lead, 2nd in fluorite, 6th in zinc, 5th in barite, 8th in manganese, 7th in gypsum, 7th in salt, and 3rd in celestine. The demand for mining equipment is derived primarily from mining companies who have ongoing projects in the states of Sonora, Zacatecas, Coahuila, and Chihuahua. Activity in these

regions represents over 67 percent of all exploration and mining, both open pit and underground. The remaining 33 percent of mining activity is located in other Mexican states such as Guerrero, the State of Mexico, San Luis Potosi, Hidalgo, Colima, and Michoacan. Geological studies conducted by the Mexican Mining Chamber (CAMIMEX) indicate that 70 percent of Mexico's territory has mining potential.

During the first quarter of 2009, international mining companies were awarded contracts for various projects in Mexico, valued at over USD 2.2 billion for open pit and underground mining, and USD 599 million for exploration projects. The total value of mining production in 2008 reached USD 13 billion, making mining one of the most significant sectors of the Mexican economy. Investment in and demand for equipment from domestic and international mining companies operating in Mexico is projected to continue to rise steadily over the next ten years.

Domestic and international mining companies operating in Mexico must acquire a concession issued by the Mexican Secretary of the Economy. By the end of 2008, there were over 24,900 mining concessions granted to small, medium, and large mining companies in Mexico. According to the Secretary of the Economy, there are 224 foreign companies with concessions in Mexico. The majority of these companies are based in Australia, Canada, Chile, China, India, Japan, Italy, Luxembourg, Peru, Switzerland, UK, and United States.

Companies that have received concessions are required to submit an application to the Secretariat of the Economy (Secretaria de Economia) that includes an investment plan, the area or region to be covered, the type of exploration, and details about open pit and/or underground mining projects. According to the Mexican investment law, foreign companies may own one hundred percent of the investment/operations.

Domestic and international mining companies operating in Mexico must comply with environmental legislation, including the Law of the Ecological Balance and Environmental Protection and its Regulations, the General Law for the Prevention and Integrated Management of Waste Materials and Regulations, and the National Water Law and Regulations. Also, mining companies operating in Mexico must abide by strict safety controls based on international standards.

Best Prospects

The following is a short list of the mining equipment that will be in greatest demand during the next five years.

Cylindrical roller bearings, spherical roller bearings, blowers, compressors, conveyor belts, cranes, crushers, dozers, engines, fans, forklifts, road tractors, front-end shovel loaders, bulldozers and angledozers, dumpers, self-propelled rock bearing machines, pumps, shaft muckers, slushers, sorting belts, lamp chargers, goggles and safety glasses, belt and body harnesses, hand held acoustic level meters, breaching apparatus, gas analyzers and sensors, fire alarm and detectors, personal gas detection and metering equipment, communications equipment, illumination equipment, explosives, and air ventilation and metering devices, etc.

Opportunities

Prospective Buyers

- Grupo Mexico- controls 100 percent of the copper and 90 percent of copper blister concentrate market. Expected investment in new mining equipment 2009-2012: USD 100 million.
- Industrias Penoles- controls around 90 percent of Mexico's gold and silver market and around 70 percent of zinc market. Expected investment in new mining equipment 2009-2012: USD 120 million.
- Compania Minera Autlan- controls most of the country's iron alloy production and 78 percent of iron alloys. Expected investment in new mining equipment 2009-2012: USD 90 million.
- Empresas Frisco- the leader of lead production. Expected investment in new mining equipment 2009-2012: USD 120 million.
- Grupo Acerero del Norte- owns large deposits of iron and steel minerals as well as coking and thermal coal deposits. Expected investment in new mining equipment 2009-2012: USD 100 million.
- Corporacion San Luis- leading gold and silver producer. Expected investment in new mining equipment 2009-2012: USD 90 million.

Resources

For more information, the Commercial Service in Mexico City/Mexico can be contacted via e-mail at: Francisco Ceron, Senior Trade Specialist, Francisco.ceron@mail.doc.gov or visit www.buyusa.gov/mexico

- Secretary of Economy www.economia.gob.mx
- Mexican Mining Chamber www.camimex.org.mx
- Trust fund for Mining Promotion (FIFOMI) www.fifomi.gob.mx
- Overseas Private Investment Corporation-OPIC www.opic.gov
- Export-Import Bank of the United States www.eximbank.gov
- Mexican Geological Service www.sgm.gob.mx

- Mexican Association of Mining, Metallurgical and Geological Engineers www.geomin.com.mx
- Mineral Resources Council www.coremisgm.gob.mx



Mining has long been one of Bolivia's most important economic activities, today accounting for approximately 13 percent of total exports. Principal metals and minerals include zinc, silver, tin, gold, lead, antimony, and copper. With mineral prices at record highs, Bolivian mining projects could represent lucrative investment and export opportunities for U.S. firms. Companies supplying mining equipment and services may find the Bolivian mining sector especially attractive, as U.S. products are generally well received and are known for their high quality and technical advantage. That said, companies considering entering the Bolivian market should carefully weigh the advantages and risks of doing business, particularly in light of Bolivia's current political and economic uncertainty.

The Bolivian government created the Mining Investment Fund (FOMIN) in 2003 to finance feasibility studies and metallurgic mining projects for cooperative mines, transferring USD 3 million from the Comibol incentive fund to establish the operation.

In November 2005, the government created the Reactivation Fund for Small Mines (FAREMIN) to carry out the Technical Assistance Program for Small Mines (PIATECMIN), implemented by the National Mining Chamber and departmental chambers. The program offers loans of up to USD 10,000 to small miners.

Under the Bolivian Constitution, all mineral substances above or below ground are properties of the state. The latter grants concessions to both Bolivian and foreign firms and individuals, conferring the right to explore, exploit, refine, and sell all mineral substances within the concession's borders for an indefinite period. The cancellation of a concession occurs only if the required annual mining patent (approximately USD 24 per unit for the first five years and approximately USD 48 per unit each additional year) is not paid on time.

The Constitution prohibits foreigners from owning mining concessions within 50 kilometers of any of Bolivia's international borders, but joint ventures with local companies are permitted.

Best Prospects

Private sector interest in minerals exploration will depend on the resolution of ongoing political and economic uncertainty and on the availability of basic geological, geophysical, and geochemical information.

Local experts consider the Pre-Cambrian Shield in eastern Bolivia an area of vast potential. Exploration could reveal lucrative palladium, platinum, nickel, and other mineral deposits.

Exploitation of high-quality amethyst, citrine, and the so-called "Bolivianita" (ametrine) has increased in recent years and may continue to expand.

Opportunities

Bolivia continues to be a modest source of minerals, both refined and in concentrate, for the U.S. economy. Bolivian mineral exports to the United States jumped from USD 58 million to USD 94 million from 2003 to 2005, increasing 62 percent over three years.

The Bolivian mining sector has been an important market for U.S. exports of machinery and equipment, as well as for milling plants, although political and economic instability and concerns about future economic policies have slowed investment and sales.

Mining equipment, machinery, and components may be imported freely. The one exception is explosives, which require a special license.

Resources

For more information, the U.S. Commercial Service in La Paz, Bolivia can be contacted via e-mail: sanmartinlm@state.gov or visit <http://bolivia.usembassy.gov>.



Venezuela is Latin America's second largest coal producer, after Colombia with estimated exports of 8Mt. In 2002 the Venezuelan economy entered a recession which was worsened by political unrest, leading to a national strike which continued into early 2003. The strike, together with the introduction of currency controls, caused severe contraction of the economy, with the GDP falling by 9.2% over the course of 2003. Plans to increase the country's coal production to over 21Mt by 2008 will rely on infrastructural development in the country. This radical expansion is based on the rapidly expanding iron, steel and aluminium sectors of Venezuela's economy.

Venezuela has recoverable coal reserves containing some 530 Mt, most of which is bituminous. Most production is exported, mainly to the USA and Europe.

Coal use in Venezuela has is mainly limited to the use of coking coal in small local foundries in the Andes region and other small-scale industry elsewhere. Electrical power generation has been dominated by hydropower, which currently represents over 65% of capacity, with the balance represented by thermal plants using oil and natural gas. Due to frequent electricity shortfalls throughout 2002 and 2003, some due to low water levels for hydropower generation, the MEM unveiled plans for future investment in power generation.

There is a small level of production from the Andes region which generally comprising small underground mines producing coking coal for local consumption, and also in the northeastern region. In 2002 a tender was invited for development of coal deposits in Anzoátegui State, in the northeastern part of the country and another tender process was commenced for development of concessions in Falcón State, in the west of the country, but in neither case has significant development progressed, perhaps as a reflection of the unsettled political and economic climate.

The majority of Venezuela's mines relocated in the Guasaré Basin near the Colombian border. Fortunately the favourable location of the coalfield to deepwater ports as well as good coal quality, make Venezuela's coal highly favourable to foreign investment. Production is dominated by Carbozulia, which is owned by Petroleos de Venezuela SA (PdVSA). Carbozulia operates in joint ventures with a number of foreign companies, such as Shell, Ruhrkohle, and Inter-American Coal. Shell Coal was acquired by Anglo American subsidiary Anglo Coal. Here Anglo acquired a 24.9% interest in Carbones del Guasare (CDG) that owns and operates the Paso Diablo mine in the state of Zulia, in northern Venezuela. Paso Diablo is one of Venezuela's largest coal mines and has reserves estimated at 180 Mt. Paso Diablo produced 5.7 Mt in 2003.

There are also a number of additional coal blocks in the Zulia region which are said to be under evaluation and permitting. The most imminent for development and production is Las Carmelitas, situated in the Guajira coal area, west of Maracaibo, which will be operated by Complejo Siderúrgico del Lago CA (Cosila), a subsidiary of Tomen America, which already owns the coal export port of Palmarejo on Lake Maracaibo.

Carbones de la Guajira is the second-largest coal producer and operates Mina Norte with production capacity of around 1.5 Mt in 2003 compared to 1.4 Mt in 2002. Carbones de la Guajira is a joint venture between Carbozulia and Interamerican Coal Inc. The Paso Diablo and Mina Norte operations each truck their coal over 100 km to independent port facilities on Lake Maracaibo, in each case requiring barge transfer and floating cranes for loading in the main shipping channel of the lake.

Current government plans call for opening the sector up further to private operators, extending concessions to 40 years, and improving tax laws. Several foreign companies have been awarded contracts to manage Venezuelan coal mines.

Venezuela's Energy and Mines Ministry (MEM) will invest US\$ 800 million to boost the country's mining sector during the 2005 year. Venezuela's mineral industry has relied strongly on oil production. However, the country's unique geology provides it with several potential gold, nickel, coal and bauxite resources. At present, a number of world class mining operations are being developed that will soon make Venezuela a major metals producer in Latin America. Apart from oil production, Venezuela is an important producer of coal in Latin America, ranked second (2003) after Colombia in terms of production. Corporación Venezolana de Guayana (CVG) is Venezuela's state run mining and minerals company and is involved in several joint venture operations throughout the country.

Most of the country's gold and base metal exploration takes place on the Guyana Shield that has been identified as containing numerous prospective gold targets.

Source: <http://www.mbendi.com/indy/mina/coal/sa/ve/p0005.htm#5>



Guyana (214,970 square kilometers) is the only English - speaking country on the continent of South America and shares common borders with Venezuela, Brazil and Suriname.

The major industries in Guyana are agriculture, with sugar and its by- products and rice accounting for most of the agricultural exports; mining of bauxite, gold and diamonds; forestry and fishing. There are also many manufacturing industries in the areas of clothing, pharmaceuticals, cigarettes, foodstuffs, beverages, soap, furniture and

construction materials. The chief exports of Guyana are sugar, rice, rum, molasses, timber, gold, diamonds and bauxite among others.

Bauxite is the main mineral produced and exported in Guyana, followed by gold and diamonds. Bauxite and gold contribute nearly 20% to the country's GDP. The government has made efforts to secure foreign investment in its mining sector. The Mining Act was reviewed in 1997 with the granting of prospecting and mining licenses in the following three categories:

- large-scale development of gold, diamonds and precious stones;
- large-scale development of bauxite and other minerals, except sand and stones;
- small- and medium-scale property titles restricted to Guyanese citizens.

Foreign investors however, could enter into joint-venture agreements.

Source: <http://www.mbendi.com/indy/mina/sa/gy/p0005.htm>



The former Dutch colony of Suriname is an important producer of bauxite and alumina. Bauxite mining and alumina production is the largest industrial industry in Suriname, contributing nearly 15% towards the GDP as well as 70% towards export earnings. The country is ranked as one of the largest bauxite producers in the world with an annual mine production of 4 Mt bauxite from reserves estimated at 580 Mt.

Smaller-scale gold mining in the interior has increased rapidly since the 1990s. Brazilian gold miners, who have expertise in hydraulic and small-scale mining operations, have migrated to Suriname, but not always legally. Local gold mining companies also operate in the interior. High international gold prices have increased the attractiveness of this sector to smaller companies, and some of these companies are in the

process of modernizing their equipment. The gold production of the small scale gold miners in 2007 was estimated at 10,000 kg.

In 2003 *Mining Journal* reported that the government of Suriname had approved a standard mineral agreement, which allows production and sale of minerals in the open market without restriction, access to foreign exchange at competitive rates, provisions for a tax deduction on re-investment, and guarantees the repatriation of capital and profits. The benefits include a royalty rate reduction to 2.25%, nominal licence fees for exploration and production, and exemptions for mineral rights holders from import duties on equipment used for mining, milling, and future expansions. Expenditures on prospecting, exploration, and other pre-production costs can be written off during the first five years of operations.

Source: <http://www.mbendi.com/indy/ming/sa/sr/p0005.htm#5>

Best Prospects

The anticipated need for heavy equipment and supplies for the bauxite and gold mining industries may be a window of opportunity for U.S. companies.

Newmont Mining Company and Alcoa, both U.S. companies, are working together in a joint venture company, Surgold N.V., on exploration and exploitation of gold in southeastern Suriname. An estimated USD \$118 million will be invested in further exploration, development and expansion, while approximately USD \$334 million will be invested in setting up a new refinery.

In the gold sector, the Canadian company Cambior began production in 2003, and was subsequently bought by Canadian company IAMGOLD in late 2006. In 2007, IAMGOLD produced 270,000 troy ounces (8,400 kg) gold. In early 2009, another Canadian company announced its intent to begin gold exploration in Suriname.

Opportunities

Opportunities may exist for suppliers to deliver equipment and services for the mining sector.

Resources

http://www.wwfguianas.org/our_work/forest_management/forest_policy/



Paraguay possesses deposits of limestone, gypsum, kaolin, various types of clays, silica sands and ornamental stone, some of which are highly productive. Ornamental stone has been exported in the past, in addition to domestic consumption. Good quality limestone deposits have been developed and operated in Concepcion Department at Puerta Vallemi, and at Itapucumi. Cement is produced by Industria Nacional del Cemento which also operates the limestone quarries in Concepcion.

The Republic of Paraguay has always been known for its vast hydroelectric potential such as the joint Paraguayan-Brazilian hydroelectric project at Itaipu on the Parana River, and the joint Paraguayan-Argentinean hydroelectric project at Yacyreta.

Source: <http://www.mbendi.com/indy/ming/sa/py/p0005.htm>

United State Trade and Development Agency (USTDA) Programs in Latin America and the Caribbean

Developing natural resources to help nations become energy and economically self-sufficient continues to be a key part of the U.S. Trade and Development Agency's (USTDA) program. Plans are under way in many middle income and developing countries for improvements in this important sector, and many U.S. firms possess specialized equipment, technology and services to help them achieve their goals.

USTDA advances economic development and U.S. commercial interests in developing and middle-income countries. The agency funds various forms of technical assistance, early investment analysis, training, orientation visits and business workshops that support the development of a modern infrastructure and a fair and open trading environment.

The following is an illustrative list of projects USTDA has supported in the mining and minerals sector Latin America and the Caribbean:

Bolivia San Bartolomé Silver Mine – USTDA provided \$760,000 to assist Coeur D'Alene Mines Corporation of Coeur D'Alene, ID, in its development of the San Bartolome Silver Mine in Potosí. The USTDA-funded study enhanced and updated preliminary results and included a commercial, technical, financial, environmental, and economic analysis of the silver mining project.

Dominican Republic Cerro de Maimon Deposit Exploration – USTDA approved \$300,000 for a study of the Cerro de Maimon Deposit mining project in the Dominican Republic. Pincock, Allen & Holt of Lakewood, CO is conducting the study.

Guatemala Energy Security and Natural Resources Regulatory Reform – A \$454,440 grant to Guatemala's Ministry of Energy and Mines (MEM) is helping to develop a Geographical Information System (GIS) for the energy and mining sectors. The national GIS project is designed to enhance the regulatory capacity of MEM and improve the investment environment for hydrocarbon and mineral and resource development.

Mexico Terrazas Zinc-Copper Mining Project – A \$605,950 grant is funding a study of Minera Terrazas S.A. de C.V.'s proposed Terrazas Zinc-Copper Mine project in Chihuahua, Mexico. The project involves developing zinc-copper mining operations in northern Mexico and will strengthen the local industrial base, promote foreign and domestic investment, and spur employment and economic growth throughout the state.

Creating Prosperity through Global Trade

The United States Commercial Service (USCS) is the trade promotion arm of the International Trade Administration within the United States Department of Commerce.

The USCS operates a global network of trade professionals in U.S. Export Assistance Centers in 109 U.S. cities and in U.S. Embassies and Consulates in 150 cities in **77** countries. Also the USCS partners with the State Department in **39** countries and support other **24** Countries through different partners.



Access to 140 Countries!

The mission of the USCS is to promote the export of goods and services from the United States, particularly by small- and medium-sized businesses; to represent U.S. business interests internationally; and to help U.S. businesses find qualified international partners.

The USCS helps U.S. small and medium sized business grow international sales by providing:

- Online and customized market research.
- Support for U.S. exhibitors in selected overseas and domestic trade shows to attract qualified business partners.
- Fee-based programs to introduce exporters of U.S. products to qualified buyers and distributors.
- Individualized counseling and advocacy.
- Training programs on subjects such as export documentation, export controls, and the basics of exporting.

There is a main Website that covers the Americas: "Trade Americas"

<http://www.buyusa.gov/tradeamericas/>

Role of Exports in the Economy

The U.S. is the world's largest trading nation, with exports of goods and services over \$1.8 trillion in 2008. For the first quarter of 2009, it was \$375 billion.

- Exports exceeded 13 % of U.S. GDP for the first time in 2008. Exports were 9.5% of U.S. GDP in 2003 and 5.3% in 1968.
- U.S. manufacturing exports support nearly 6 million jobs including one in six manufacturing jobs [2006 Data]
- U.S. agricultural exports supported 808,000 jobs
- U.S. jobs supported by exporting goods pay 13-18% more than the U.S. national average

Trade expansion benefits U.S. families and businesses by:

- Supporting more productive, higher paying jobs in our export sectors
- Expanding the variety of products for purchase by consumers and business
- Encouraging investment and more rapid economic growth

Trade keeps our economy open, dynamic, and competitive, and helps ensure that America continues to be the best place in the world to do business.

Roughly 3/4 of world purchasing power and almost 95% of world consumers are outside America's borders!

Upcoming Special Events

Trade Winds Forum – Brazil



Connect to a World of Opportunity in The Americas!

One of most lucrative regions in the world for U.S. companies is the Americas. The countries in North America, Central America, and South America bought more than \$525 billion worth of U.S. merchandise in 2008, up 11 percent from 2007. If you are new to the Americas or are looking to tap into new markets, our signature *Trade Winds Forum* is the ideal launching point for expansion throughout the region. This year's Forum will be held in Brazil, a leading U.S. trade partner and the economic engine of South America.

<http://www.buyusa.gov/northcarolina/tradewindsbrazil.html> **Register your interest today!**

Event Details:

Option A: April 25-30, 2010 - The 2010 *Trade Winds Forum - The Americas* PLUS Trade Mission to Brazil

Participation fee* of \$1,950 for small companies; \$2,850 for large companies

- Participation in *Trade Winds Forum - The Americas* Business Conference
- Prearranged consultations with US Commercial Service Senior Commercial Officers
- Prearranged business-to-business meetings with Brazilian businesses in one of five select markets in Brazil: São Paulo, Rio de Janeiro, Brasilia, Belo Horizonte and Recife

Option B: April 25-28, 2010 - The 2010 *Trade Winds Forum - The Americas*

Participation fee* of \$850

- Participation in *Trade Winds Forum - The Americas* Business Conference
- Prearranged consultations with US Commercial Service Senior Commercial Officers

For both options, each confirmed participant will also receive the following:

- Pre-event Counseling
- Participation in *Trade Winds Forum - The Americas* Webinar Series
- Pre-event Market/Mission Briefing
- Luncheons on Monday and Tuesday
- Evening Receptions
- Conference Materials
- Post-event Counseling

Participating Countries & Spin-Off Gold Key Options

Commercial Officers from 16 countries representing 38 markets will be participating in *Trade Winds Forum – The Americas*, and will be available for private consultations with your company and for potential Spin-Off Gold Key matchmaking services.

Trade Winds 2010: “The Americas” - Webinar Series

The Americas region is one of the fastest growing economic partners of the United States and many experts foresee this growth to continue over the next few years. U.S. businesses need to be prepared to take advantage of the benefits this growth is creating.



Trade Winds 2010: “The Americas” -Webinar Series is a must-take opportunity for new and experienced exporters to gain knowledge of the export opportunities, financing options and best prospects in The Americas region as well as to understand and appreciate the cultural differences, economic conditions and technological capabilities of potential partners.

Webinar Series Schedule:

Doing Business in Brazil - Market Overview and Strategic Opportunities

Friday, October 16, 2009; 11:00AM-12:00PM EDT

Exporting to South America - Best Prospects

Monday, November 16, 2009; 11:00AM-12:00PM EST

Doing Business in Brazil - Financial and Legal Considerations

Wednesday, December 16, 2009; 11:00AM-12:00PM EST

Exporting to Central America - Best Prospects

Friday, January 15, 2010; 11:00AM-12:00PM EST

Doing Business in Brazil – Negotiation and Partner Agreements

Monday, February 8, 2010; 11:00AM-12:00PM EST

Exporting to North America/Caribbean - Best Prospects

Monday, March 15, 2010; 11:00AM-12:00PM EST

For more information and to register please visit: <http://www.buyusa.gov/westvirginia/twws.html>

ExporTech Intensive – The Americas

Are you looking to grow your company by entering international markets? Are you hoping to expand your business in Latin America?

ExporTech Intensive – ‘The Americas’ is a two-day, intensive education program designed to jump start your export growth in Latin America and other foreign markets. Through a combination of expert speakers, and small group discussions – combined with real world company research on what separates the most successful exporters from the rest – this program will help you answer key strategic questions about how to grow your business in Latin America and other international markets.

For new and experienced exporters, this program offers the following benefits:

- Build the foundation for a long-term proactive export strategy.
- Meet with reputable, qualified experts from a variety of organizations that can help identify your export capabilities and opportunities.
- Answers to key strategic questions that will jump start your international growth plan.
- Comprehensive view of key aspects of the export process, covering readiness, market research, trade barriers, legal issues, negotiation, financing and payments, logistics, and Latin American cultural considerations.
- Small group discussions.

In two days you will accomplish weeks worth of effort!

Topics to be covered include:

- Business outlook and market opportunities in The Americas (South/Central/North)
- Export strategy
- Agents, representatives, partners: practical approaches for market entry
- Legal aspects of business in The Americas (contracts, export controls, IPR, fraud)
- Export financing options
- Market research tutorial
- The art of negotiation in different cultures
- Taking your product/service to market - logistics, customs issues, duties, taxes, Free Trade Agreements
- Optimizing your web presence
- Local resources for ongoing export assistance

The program is being offered in two locations:

Venue: Trump Taj Mahal, Atlantic City, New Jersey

Date: December 3-4, 2009.

Learn more/register: <http://www.buyusa.gov/trenton/expotech.html>

Venue: The Greenbrier, White Sulphur Springs, West Virginia

Date: December 7-8, 2009.

Learn more/register: <http://www.buyusa.gov/westvirginia/expotech.html>