



EXPOMIN: CHILE



The Biggest Mining Show in Latin America
Booth and Catalogue space available at the IMPACT Project Booth
April 25-29, 2016

The Chilean economy has been growing at over 5% a year for the last 20 years! Hungry for growth, the country is investing in infrastructure of ports, mining and construction. Having the world's largest copper mine, Chile signed a free trade agreement with the U.S.

CONEXPO SHOW:

- EXPOMIN, which is organized by FISA, stands out as an outstanding showcase for innovation and technological solutions for implementation in the production process as demanded by today's industry. This exciting event is on April 25-29, 2016 in beautiful Santiago, Chile.
- Over 1600 exhibitors, and 80,000 attendees that range from dealers and distributors to producers.
- An exhibitor lounge with translation services, catering, internet access and extra meeting rooms will be available to all companies in the U.S. group pavilion.
- Countries include: Chile, Brazil, Argentina, Bolivia, Peru, Uruguay, U.S. and Canada.
- Opportunity open to all qualified US companies
- The IMPACT Project is funded by the U.S. Department of Commerce.

Trade Show Itinerary

- April 23-24 :Trip to Chile, Business Briefing and Booth Set up
- April 25: Show Opening
- April 25-29: Trade show exhibit, meetings with targeted firms
- April 30: Return to U.S.

Services provided by IMPACT Project

- Exhibit at the low cost, booth shared space Duquesne University SBDC IMPACT Project.
- Customized exhibit showing your name, tagline, photo and logo.
- Advanced Promotion to targeted companies
- Interpreter and meeting space available
- IMPACT concierge services available for travel
- Briefing by US Embassy
- Free Spanish Translation of up to 1 page of brochure and business cards.
- Travel with Latin American experts
- Catalogue show: For companies who do not wish to travel to Chile.
- Travel grants available thru SBA's STEP grants. Visit <https://www.sba.gov/offices/headquarters/oit/resources/14315>

* Trade Show Fee

Exhibit with the IMPACT Booth in EXPOMIN, Chile	Before Feb 26, 2015-
	\$1700
Catalogue Show	After Feb 26, 2015-
	\$ 1900
	\$300

Register and pay online at www.sbdc.duq.edu/impact or complete both, the *Participation Agreement* and the *Success Agreement* Form below. Make check payable to Duquesne University SBDC. Mail to: Brent Rondon, Duquesne University SBDC, 600 Forbes Ave, Pittsburgh, Pa. 15282.

Tel. 412-396-5670. rondon@duq.edu or duqsbdc@duq.edu INFO: www.sbdc.duq.edu/impact

Deadline to apply: March 4th, 2016

Sponsored by:

Duquesne University SBDC, through funding by the U.S. Department of Commerce, Market Development Cooperator Program (MDCP) International Trade Administration





Criteria for Accepting Companies for EXPOMIN Chile on April 25-29, 2016.

- 1) Must serve the following industries:
 - a. Construction
 - b. Infrastructure
 - c. Mining
 - d. Oil and Gas
 - e. Petrochemical
 - f. Transportation
 - g. Power Generation Equipment Manufacturers
 - h. Engineering Firms

- 2) Prefer the following product categories and supplies:

a. Energy and Water Supply	n. Transportation
b. Capital goods Input for concentration plants	o. Environmental control
c. Engineering services and machinery	p. Open cut mining
d. Consulting on improving productivity	q. Mineral Extraction
e. Equipment and Transportation	r. Mineral processing
f. Waste Management and recovery of precious metals	s. Coal preparation
g. Mining Equipment	t. Crushing
h. Supplies and Services	u. Grinding Equipment
i. Computer software and Hardware	v. Power generation
j. Electrical Equipment	w. Energy Systems
k. Fire Fighting Equipment	x. Process Control
l. Safety Equipment	
m. Underground Mining	

- 3) Prefer companies which have exhibited at a foreign trade show before
- 4) Prefer to be at least three to five years in business
- 5) Must have annual sales which range between \$3 million and \$500 million
- 6) Prefer U.S. certification and International Standards Certifications for company's products
- 7) Must be products made in US.

Note: **Product showcasing options:**

- Book a space with Duquesne University IMPACT booth. (Only 6 Spaces available. Selection as per the criteria mentioned above). This service will be available on a first come, first serve basis.
- Do our catalogue show if you do not wish to travel to Chile. (You can walk the show and not exhibit as well)

For information visit www.sbdc.duq.edu/impact or call 412-396-1633 - Brent Rondon, rondon@duq.edu
Project IMPACT: Opening Doors to the Pacific Alliance of Latin America.

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EXPOMIN: CHILE



April 25-29, 2016

Participation Agreement

Mail to Duquesne University Small Business Development Center (SBDC) 600 Forbes Ave. Rockwell Hall-108. Pittsburgh, PA 15282. Tel. 412-396-5670. Fax. 412-396-5884. Brent Rondon. rondon@duq.edu. Make checks payable to Duquesne University SBDC. (\$1700 or 1900 for booth or \$300 for the catalogue show). You can also register and pay online at www.duq.edu/sbdc. **Registration and payment must be received by March 4th, 2016.** Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.

Company Name			
Address			
City		State	Zip
Telephone	Fax	Web	
Contact Person		Title	
E-mail			

As a duly authorized representative of the above-named company, I have read, understand and agree to the following terms with regard to being a participating company in this Trade Show:

- Only Products of 51 % US content and/or value-added products may be represented as part of the IMPACT participating company's products / services.
- No foreign produced items may be included, except items from foreign countries that have been processed or value-added in the U.S.
- The participating company must have an office and staff or manufacturing facility in the U.S.
- Cancellations: No refunds will be issued after March 18th, 2016. Cancellation before March 18th, 2016 should be in writing to Brent Rondon at rondon@duq.edu. Trip cancellation insurance is available at extra cost.
- All participating companies must provide results attained through participation in the Trade Show to the Duquesne University SBDC. "Initial Results" are any estimated sales amount defined by the sales representative the company met at the show followed by Actual Sales when they occur. We use this information to track progress in the market.
- Participating companies assume all risks of participation in this Trade Show.

Company Authorized Representative (Please Print) _____ Company Name _____

Signature _____

Title _____ Date _____

Payment Enclosed of \$ _____





IMPACT México, Colombia, Perú and Chile: Opening Doors to the Pacific Alliance Countries 2015-2017

SUCCESS AGREEMENT

Welcome to **IMPACT's Opening Doors to the Pacific Alliance Countries for U.S. Manufacturers**, an exciting program to assist you to increase exports which is partially funded through the U.S. Dept. of Commerce Market Development Cooperator Program. We are delighted to have you join the initiative!

The purpose of this grant funded program is to increase U.S. exports to Pacific Alliance countries. It focuses on manufacturers who supply the construction industry. We will prepare you to enter this market through a variety of mechanisms tailored to your needs. Among the benefits which will be available to you are: translation to Spanish up to a four page brochure and product label description; Orientation to the Pacific Alliance markets with hands-on assistance; Matchmaking with agents, distributors or direct purchasers through a trade mission coordinated in partnership with the US Commercial Service Gold Key service; attendance at a major industry trade show during the trade mission; interpretation and group transportation services and assistance with sales follow-up.

As a participant, you will be responsible, quarterly, for submitting success information such as dollar value and number of Pacific Alliance bound export sales (deliveries or contracts for goods or services), joint ventures established and similar measures of achievement throughout the course of the program. Reporting will be conducted through quarterly surveys. We are obligated to American tax payers to report this information. This information is confidential. The International Trade Administration does not share your success information unless you expressly agree to it. To confirm your commitment, please read the following **Success Agreement** statement and sign and date in the designated area.

By signing below, I finalize my commitment to the IMPACT Opening Doors to the Pacific Alliance Countries for U.S. Manufacturers Market Development Cooperator Program and agree to provide success information I have achieved during the program duration.

I certify that I am, that my company is, or that I or my company represents: (a) a United States citizen; (b) a corporation, partnership or other association created under the laws of the United States or of any State; or (c) a foreign corporation, partnership, or other association, more than 95 percent of which is owned by persons described in (a) and (b) above; AND I am, my company is, or the entity I or my company represents is, exporting, or seeks to export goods or services produced in the United States, or goods or services that contain at least 51 percent U.S. content. I understand that this certification is a requirement to participate in the MDCP project activity described above and that an intentionally false certification may result in termination of participation in such activity. Information provided to the International Trade Administration (ITA) is intended solely for internal use. ITA will protect business confidential information to the full extent permitted by law and Administration policy. U.S. law prohibits U.S. government employees from disclosing trade secrets.

I agree to the terms of this success agreement with Duquesne University as set forth above.

Company Name	Address	Email/Phone
Your Name/Title	Signature	Date