

# EXPOMIN 2010

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## Santiago, Chile | April 12- 16, 2010

### WHAT YOU CAN EXPECT

The itinerary will be personalized for your company so that you meet potential business partners who are best suited to your company. By traveling with a “mission” you have the added benefit of meeting with other Pennsylvania companies interested in these markets, which can lead to the sharing of export experiences and possible business opportunities as well.

You will receive free of charge:

- > Pre-screened one-on-one business appointments with interested distributors, agents, customers, etc
- > Detailed information about each company in advance
- > An average of up to 3 pre-arranged meetings per day
- > Identification of hotels, interpreters and drivers
- > In-country market research
- > Assistance with the follow-up process after the mission

### REGISTRATION

Deadline for registration and participation in the Pennsylvania booth is **February 19, 2010**.

- > The first 5 eligible and registered companies will be accepted and share designated space within a 40 square meter booth.
- > Companies are responsible for all travel and business related expenses.

For more information on EXPOMIN 2010 please visit [www.expomin.cl](http://www.expomin.cl).

### TRADE SHOW ITINERARY

- |                  |   |
|------------------|---|
| <b>April 11</b>  | Arrive in Santiago, Chile   |
| <b>April 12</b>  | Register for EXPOMIN;<br>Attend show and company meetings   |
| <b>April 13</b>  | EXPOMIN and company appointments  |
| <b>April 14</b>  | EXPOMIN and company appointments  |
| <b>April 15</b>  | EXPOMIN and company appointments  |
| <b>April 16</b>  | EXPOMIN and company appointments<br>& Depart for PA   |
| <b>April 17*</b> | Optional tourist tour to Valpo, Viña or a vineyard near Santiago. *Tour is at companies' own expense. |

### WHY EXPOMIN 2010?

- > EXPOMIN is the largest and most important mining show held in Latin America with 1,200 exhibitors and over 60,000 visitors expected in 2010.
- > Chile has the world's largest copper reserves, and the largest copper mining company (State-owned CODELCO).
- > EXPOMIN draws participants from as far away as Australia, China, Canada, USA, Europe, the Middle East and the former USSR. Also, a strong presence of business executives and decision-makers from throughout the region attend this biannual show.
- > Show exhibitors and visitors include from large multinationals to small companies providing equipment and services to the mining sector.
- > Latin American mining operations are investing heavily in their mining sectors.

Chile is one of the most stable, low risk countries in South America. The U.S. and Chile entered into a Free Trade Agreement in 2004 increasing bilateral trade by 225% by December 2008.

The Center for Trade Development's Chilean Authorized Trade Representative, Trade Chile, has a proven track record in connecting Pennsylvania companies with the right people and the right opportunities in Chile's mining sector. EXPOMIN 2010 will be no exception. We will set your schedule and assist you with identifying the best opportunities for your company's success.

Don't forget to inquire about PA's Market Access Grant which can significantly offset your trade show related costs!

### CONTACT

For additional information, contact:

**Linda Gardner**  
Center for Trade Development  
Phone: 717.214.5306  
E-mail: [lgardner@state.pa.us](mailto:lgardner@state.pa.us)  
[newPA.com/trade](http://newPA.com/trade)

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**Santiago, Chile | April 12- 16, 2010**

## PARTICIPATION AGREEMENT

**Attention: Linda Gardner | Fax: 717.772.5106**

A \$2,500 participation check must accompany this form.

**Registration deadline is February 19, 2010.**

The participation and booth fee does not cover ground transportation; business receptions; shipment of brochures and any samples; payment to interpreters (as needed); travel and hotel expenses; or optional tourist tour costs. All business appointments will be scheduled through the Pennsylvania Authorized Trade Representation Office in Santiago, Chile: Trade Chile.

Please make your check payable to the *Commonwealth of Pennsylvania* and forward with a copy of this agreement to:

Pennsylvania Department of Community and Economic Development  
Office of International Business Development / Attn: Linda Gardner  
400 North Street, 4th Floor  
Commonwealth Keystone Building  
Harrisburg, Pennsylvania 17120-0225

COMPANY NAME:		
ADDRESS:		
CITY:	STATE:	ZIP:
TELEPHONE:	FAX:	
COMPANY CONTACT:	TITLE:	
E-MAIL:	WEBSITE:	

As a duly authorized representative of the above-named company, I have read, understand and agree to the following terms necessary to be a participating company in the Pennsylvania booth at the EXPOMIN trade show in Santiago, Chile:

- > Only Pennsylvania commodities and/or value-added products may be a part of the participating company's exhibit.
- > The participating company must have an office and staff or manufacturing facility in Pennsylvania.
- > In the event withdraws from participation with the Commonwealth at EXPOMIN 2010, the participating company will be subject to forfeiture of the entire registration fee (\$2,500).
- > All participating companies must provide information on the results attained through participation in this trade mission to the Pennsylvania Department of Community and Economic Development. "Results" are current and future sales and dealings transacted as an outcome of attending the trade mission. This information is confidential and will be held in strictest confidence.

\_\_\_\_\_  
Authorized Representative (print)\_\_\_\_\_  
Signature\_\_\_\_\_  
Title\_\_\_\_\_  
Date