



## **Ontario Mining Trade Mission to Colombia Minera October 17<sup>th</sup> to 19<sup>th</sup>, 2012**

The Ministry of Northern Development and Mines is organizing an Ontario exhibit at Colombia Minera 2012 in Medellin, Colombia from October 17 to 19, 2012. At this show, the Ontario delegation will be part of the Canadian pavilion organized by CAMESE. **Registration is limited to the first ten (10) companies and available on a first come, first served basis. Payment must be received within three weeks of registration or space will be reallocated.**

### **About Colombia Minera 2012**

*Colombia is an early stage country market for mining equipment and services.*

Colombia has seen highly positive development in the last several years; decisive improvements in security have boosted political stability in the country, leading to normalisation in business relations. Mining in particular has seen new impetus with increases in exploration and new discoveries.

Colombia is a country endowed with excellent geology for gold deposits in extensions of mineral belts well explored in Peru. AngloGold Ashanti has been exploring there in the last few years and has come up the La Colosa deposit containing 12.9 million ounces of the yellow metal. Juniors like Miranda Gold, Crest Gold, Antioquia and Andean Gold are actively exploring and recently announcing very interesting discoveries.

Colombia has the largest coal reserves in Latin America. Majors like Xstrata, BHP Billiton, and Anglo American are producing coal in Colombia from Cerrejon (the world's largest open pit coal mine) with plans for major expansion. Indeed, Colombia may well be the next rapidly growing market for mining suppliers.

Under the *Canada-Colombia Free Trade Agreement (FTA)* which came into force on August 15, 2011, Canada's exporters will benefit from reduced or eliminated tariffs on nearly all of Canada's current exports to Colombia. The FTA will also provide a more predictable, transparent and rules-based trading environment for Canadian investors and businesses.

The 2012 event will be the eighth edition of Colombia Minera. Previous Canadian participation has been minimal.

## **COSTS**

**Participation fee:** The mission fee is **\$2,500** per company plus additional exhibit requirements identified below. Fees collected are used to offset costs associated with video production, in-booth graphics, matchmaking, translation services and exhibit space/setup. *Please note each company is restricted to two delegates working the booth at any one time.*

**Video (No exceptions):** As part of the booth configuration, and included in the registration fee, a 2-3 minute video profiling all participating companies will be produced. The video will feature each company for a maximum of 20 seconds thereby enabling show delegates to view all product lines in a reasonable amount of time. Once complete, the video clip is the property of the company and can be used in future marketing initiatives and as part of a website.

**In-booth Graphics (No exceptions):** Based on the booth setup & configuration, and also included in the registration fee, the Ontario Government will develop and produce all applicable graphics for each company participating in the mission. Each company will be responsible for providing camera ready graphics, which will be used in the design and production.

**Travel, accommodation and meals:** Mission participants are responsible **for their own** travel, accommodation, meals and miscellaneous expenses.

**Ground Transportation:** Personal travel for other purposes is the responsibility of individual mission member(s) via taxis etc.

## **POSSIBLE FUNDING**

Interested companies may wish to explore the following programs offered by Export Development Canada and the Ontario Chamber of Commerce respectively. Please contact these organizations directly with any inquiry.

**Northern Ontario Export Marketing Assistance** offers Northern Ontario Companies access financial assistance for their export marketing activities. Each company can apply for up to \$10,000 per year (or 50% of their eligible costs, whichever is less) and sector associations can apply for up to \$30,000.

[www.investnorthernontario.com](http://www.investnorthernontario.com)

**Export Development Canada** offers Export Express Credit to companies in the form of unsecured loans of up to \$50,000 with flexible repayment terms of up to two years. The loan can be used to cover travel costs and other related expenses. The processing time of the loan application is very minimal. For more information, please visit:

[www.edc.ca/english/financing\\_export\\_express\\_credit.htm](http://www.edc.ca/english/financing_export_express_credit.htm).

**Export Market Access (EMA)** is designed to assist small to medium size organizations (SMEs) to access and expand their growth in new foreign markets that are beyond the U.S. If your company has 5 or more employees and annual sales of \$500,000 or more, you may qualify for a grant covering up to 50% of eligible costs incurred to develop export sales. To find out if your company qualifies, please visit: [www.exportaccess.ca](http://www.exportaccess.ca).

# REGISTRATION FORM

**Ontario Mining Equipment and Services Trade Mission to Colombia Minera 2012 in Medellin, Colombia - October 17 - 19, 2012.**

**Please be advised space is limited to ten (10) companies and will be allocated on a first come, first serve basis. Companies selected to participate in this mission will be required to submit a report to MNM indicating the results of their participation. A report template will be provided to each company. Please confirm your acceptance by clicking below.**

*I agree to provide a report to MNM indicating results of my participation in this mission*

**To register, please complete this form and e-mail to: [devin.cranston@ontario.ca](mailto:devin.cranston@ontario.ca). Payment must be received within three weeks of registration or space will be reallocated.**

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/Province: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

Products/Services: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**For further information, please contact:**

Devin Cranston  
Ministry of Northern Development and Mines  
Phone: (705) 564-7595  
Fax: (705) 564-7583  
Email : [devin.cranston@ontario.ca](mailto:devin.cranston@ontario.ca)