

# 2018 NORTHERN ONTARIO EXPORTS FORUM

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**An Intensive One-Day Export Forum for Northern Ontario Mining Supply and Services  
Companies**

Wednesday, June 27<sup>th</sup>, 2018  
Holiday Inn Sudbury

## FINAL AGENDA

7:45am Registration and buffet breakfast

### AM Plenary Sessions – Georgian Rooms D & E

8:30am **Chair's Welcome and Introduction**

*Alicia Woods, General Manager,  
Marcotte Mining Machinery Services Inc.*

8:40am **Hudbay – Overview and New Developments for Americas' Operations**

*Robert Assabgui, Vice President – Manitoba,  
Hudbay*

9:15am **Navigating a Cyclical Mining Industry: Supply Side Advocacy and Business Development in British Columbia**

*Alec Morrison, President and CEO, Mining Suppliers Association of B.C.; and  
Strategic Advisor, Mining Association of B.C.*

9:50am Networking Refreshment Break

10:05am **MSTA Canada Update on Upcoming Trade Missions**

*Ryan McEachern, Managing Director, MSTA Canada*

10:15am **Development of Soto Norte Project in Colombia**

*Benjamin Burgess, Chief Mine Engineer,  
Minesa SA*

11:00am Move to AM Breakout Sessions – Georgian A, B and C

## AM Breakout Sessions – Georgian Rooms A, B & C

11:10am **Export Market Access Exchange #1 – SOUTHWEST UNITED STATES, CHILE, AUSTRALIA/MONGOLIA**

Delegates are invited to attend one of three export market access exchanges for each of the three breakout opportunities throughout the day. In each of these breakouts, the focus will be on peer-to-peer exchange of best practices and mining sector knowledge for the specific market. Beginning with one or two contributors who will instigate discussion, hence sharing their experience in the target market, peer discussions will focus on the following:

1. What are the current, near and/or long-term mining projects and activities in the target market?
2. What are the *specific* challenges to be overcome for this market?
3. Going around the table, who has had success in this market, and/or what can you share about your specific success in this market? (Where possible please share any information on contacts made along with information on in-market agents, representatives or distributors)
4. Facilitated Q&A

<p><b>Southwest United States –</b> Georgian Room A</p> <p>Contributors: <i>Sydney Hay, President of AMIGOS – Arizona Mining Industry Get Our Support</i></p> <p>Session Facilitator: <i>Paul Bradette, Director of Business Development, SAMSSA</i></p>	<p><b>Chile –</b> Georgian Room B</p> <p>Contributors: <i>Andrea Gaunt, Global Trade Director, Mining, Export Development Canada</i></p> <p><i>Marek Karwowski, Area Director – Chile, Colombia, Peru, Ministry of International Trade</i></p> <p><i>Carlos Miranda, Trade Commissioner, Liaison Officer (Mining), Global Affairs Canada</i></p> <p><i>Dante Dominguez, Corporate Executive Sales Manager, Latin America, Hard-Line</i></p> <p><i>Elmer Bauman, Latin America Sales Representative</i></p> <p>Session Facilitator: <i>Noam Sugarman, Trade and Investment Specialist, Ministry of Northern Development and Mines</i></p>	<p><b>Australia &amp; Mongolia –</b> Georgian Room C</p> <p>Contributors: <i>Neil Robinson, Trade Commissioner Mining - Ontario, Global Affairs Canada</i></p> <p><i>Jeff Fuller, President, ACR Fuller Group</i></p> <p><i>Christian Collings, Operations Manager, Minnovare (Perth, Australia)</i></p> <p><i>Will Gove, International Business Development Manager, Minecat</i></p> <p>Session Facilitator: <i>Ryan McEachern, Managing Director, MSTA Canada</i></p>
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12:00pm Served Lunch – Georgian Rooms D & E

12:20pm Sudbury Area Mining Supply and Service Association (SAMSSA) Remarks

12:25pm **Luncheon Address:**  
*Dan Neff, Chairman of the Board,*  
*M3 Engineering & Technology Corporation;*  
*Chairman of the Board of AMIGOS*

Note: Immediately following the luncheon keynote, there will be a short graduation ceremony to recognize companies who have recently graduated from the Strategic Export Marketing Program

## PM Breakout Sessions – Georgian Rooms A, B & C

1:10pm **Export Market Access Exchange #2 – BRITISH COLUMBIA, PERU, ECUADOR**

<b>British Colombia</b> – Georgian Room A	<b>Peru</b> – Georgian Room B	<b>Ecuador</b> – Georgian Room C
<p>Contributors:  <i>Alec Morrison, President and CEO, Mining Suppliers Association of British Columbia; and Strategic Advisor, Mining Association of BC</i></p> <p>Session Facilitator:  <i>Paul Bradette, Director of Business Development, SAMSSA</i></p>	<p>Contributors:  <i>Andrea Gaunt, Global Trade Director, Mining, Export Development Canada</i></p> <p><i>Marek Karwowski, Area Director – Chile, Colombia, Peru, Ministry of International Trade</i></p> <p><i>Dante Dominguez, Corporate Executive Sales Manager, Latin America, Hard-Line</i></p> <p><i>Felix Jimenez Cieza, Trade Commissioner, Embassy of Canada in Peru, Global Affairs Canada</i></p> <p><i>Elmer Bauman, Latin America Sales Representative</i></p> <p><i>Rafael Castillo, Regional Manager, Export Development Canada, Peru</i></p> <p>Session Facilitator:</p>	<p>Contributors:  <i>Ricardo Valdez, Trade Commissioner, Embassy of Canada in Ecuador, Global Affairs Canada</i></p> <p><i>Bill Shaver, Chief Operating Officer, INV Metals Inc.</i></p> <p>Session Facilitator:  <i>Noam Sugarman, Trade and Investment Specialist, Ministry of Northern Development and Mines</i></p>

	<i>Tomas Cabanillas, Sector Advisor Mining, Global Trade Group, Export Development Canada</i>	
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2:00pm     Networking Break and Move to Afternoon Breakout Sessions #3

2:10pm     **Export Market Access Exchange #3 – AFRICA, ARGENTINA, COLOMBIA**

<b>Africa</b> – Georgian Room A	<b>Argentina</b> – Georgian Room B	<b>Colombia</b> – Georgian Room C
<p>Contributors:  <i>Wayne Floreani, Vice President, MineAfrica Inc. &amp; Director, The Canada-Africa Chamber of Business</i></p> <p><i>Carlos Miranda, Trade Commissioner, Liaison Officer (Mining), Global Affairs Canada</i></p> <p><i>Eric Boucher, CEO and Trade Commissioner – 48eNord International</i></p> <p>Session Facilitator:  <i>Noam Sugarman, Trade and Investment Specialist, Ministry of Northern Development and Mines</i></p>	<p>Contributors:  <i>Alejandro D'Agostino, Trade Commissioner, Embassy of Canada in Argentina, Global Affairs Canada</i></p> <p><i>Elmer Bauman, Latin America Sales Representative</i></p> <p><i>Yvette Frost, Senior Chief Representative, South America and Caribbean, Export Development Canada</i></p> <p>Session Facilitator:  <i>Jon Baird, Principal, SEMP Consulting</i></p>	<p>Contributors:  <i>Marek Karwowski, Area Director – Chile, Colombia, Peru, Ministry of International Trade</i></p> <p><i>Dante Dominguez, Corporate Executive Sales Manager, Latin America, Hard-Line</i></p> <p><i>Juan David Gomez, Trade Commissioner, Embassy of Canada in Colombia, Global Affairs Canada</i></p> <p><i>Rafael Castillo, Regional Manager, Export Development Canada, Peru</i></p> <p>Session Facilitator:  <i>Scott Rennie, Project Manager, Northern Ontario Exports Program</i></p>

3:00pm     Networking Break (Solarium) and Move to Afternoon Plenary Session

## PM Plenary Sessions – Georgian Rooms D & E

3:10pm     **Mining in Arizona – An Oasis of Opportunity!**  
*Sydney Hay, President of AMIGOS – Arizona Mining Industry Get Our Support*

3:50pm     **A Strategic Vision To Become a World Class Mining Company**  
*Víctor de la Cruz, General Manager, San Rafael Mine Unit*



