

Thursday, June 22nd, 2017  
Holiday Inn Sudbury

# NORTHERN ONTARIO EXPORTS

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

## 2017 Speaker Highlights



**Chair, Tom Palangio**  
President, WipWare  
Incorporated and, Sudbury  
and Area Mining Supply  
and Services Association



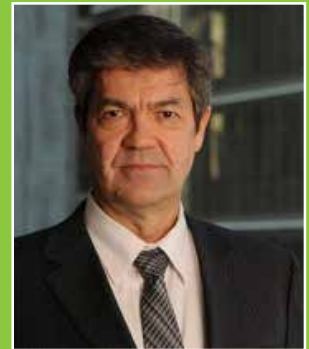
**Julio Cesar  
Valdez Cuellar**  
Operational Purchasing and  
Maintenance Manager  
(CSC Supplies Area)  
Industrias Peñoles



**Don Duval**  
CEO  
NORCAT



**Closing, Roger Emdin**  
Vice President Projects,  
Harte Gold Corporation



**Lunch Keynote,  
Rick Howes**  
President and CEO,  
Dundee Precious Metals



**Narno Martinez Ramirez**  
Operational Purchasing and  
Maintenance Manager  
(CSC Supplies Area)  
Industrias Peñoles



**Sheldon Mudd**  
Mining Industry Specialist,  
Nevada Governor's Office of  
Economic Development



**Alfredo Phillips**  
Chair, Guerrero Mining  
Cluster & Corporate Affairs  
Director, Torex Gold  
Resources Inc.



**Jorge Sales**  
Director Supply, Mine El  
Teniente Codelco



**AM Keynote  
Roy Slack, P. Eng**  
President,  
Cementation



# Agenda

## 7:45am

Registration and buffet breakfast

### AM PLENARY SESSIONS – Georgian Rooms D & E

## 8:20am

### Chair's Welcome and Introduction

Tom Palangio, President,  
WipWare Incorporated and Sudbury and Area  
Mining Supply and Services Association

## 8:30am

### The NORCAT Underground Centre – The World's "One-Stop Shop" for the Future of Mining Technology

Don Duval, CEO  
NORCAT

## 9:00am

### Partnerships and Opportunities for Canadian Mining Suppliers to Advance Innovation In the Guerrero Mining Cluster

Alfredo Phillips, Chair, Guerrero Mining Cluster & Corporate Affairs  
Director, Torex Gold Resources Inc

## 9:30am

### Industrias Peñoles Presentation

Narno Martinez Ramirez and Julio Cesar Valdez  
Cuellar, Operational Purchasing and Maintenance Manager  
(CSC Supplies Area).

## 10:00am

Networking Refreshment Break (Solarium)

## 10:15am

### AM Keynote, Strategic Considerations for International Expansion in the Mine Services Sector

Roy Slack, P. Eng.  
President, Cementation

## 11:00am

Move to AM Breakout Sessions – Georgian A, B and C

### AM Breakout Sessions

## 11:15am

Export Market Access Exchange #1 – WESTERN AFRICA,  
MEXICO, INDIA

## 12:00pm

Served Lunch – Georgian Rooms D & E

## 12:15pm

### Lunch Keynote: Digital Transformation and the New Age of Mining

Rick Howes, President and CEO,  
Dundee Precious Metals

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

### PM Breakout Sessions - Georgian A, B, C

## 1:15pm

Export Market Access Focus Groups #2 – QUEBEC,  
NEVADA, ARGENTINA

## 2:00pm

Networking Break and Move to Afternoon Plenary Session #3

## 2:10pm

Export Market Access Focus Groups #3 - ONTARIO, CHILE,  
MONGOLIA

## 2:55pm

Networking Break (Solarium) and Move to Afternoon Plenary  
Session (Georgian D & E)

### PM PLENARY SESSIONS – Georgian Rooms D & E

## 3:10pm

### Codelco Presentation

Jorge Sales, Director Supply, Mine El Teniente Codelco

Please note, this presentation will be in Spanish with English translation

## 3:45pm

### Opportunity: Nevada's Most Precious Resource

Sheldon Mudd, Mining Industry Specialist,  
Nevada Governor's Office of Economic Development

## 4:20pm

### Closing address, Harte Gold Sugar Zone Project Update

Roger Emdin, Vice President Projects, Harte Gold Corporation

## 5:00pm

Chair's Closing Remarks

## 5:10pm

Retreat Concludes

## 5:30pm

### Export Club Reception – Taphouse Grill + Pub

All delegates are invited to continue networking with your peers following the Northern Ontario Export Forum at one of our regular Export Club social events. The Export Club reception will take place just a block away from the Holiday Inn at the Taphouse Grill + Bar, 1550 Regent Street. All are invited!



## Agenda Breakouts - Georgian Rooms A, B, C

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?
4. (Where possible please share any information on contacts made along with information on in-market agents, representatives or distributors)
5. Facilitated Q&A

### 11:15am Export Market Access Exchange #1 – WESTERN AFRICA, MEXICO, INDIA

#### West Africa – Georgian Room A

**Contributors:**

Eric Boucher, Managing Director and International Trade Director, 48e Nord International

Jean-Mathieu Chenier, Business Development Officer, City of Greater Sudbury

**Session Facilitator:**

Alain Thivierge, Director of Naturallia 2017

#### Mexico – Georgian Room B

**Contributors:**

Alfredo Phillips, Corporate Affairs Director, Torex Gold Resources Inc.

**Session Facilitator:**

Noam Sugarman, Trade and Investment Specialist, Ministry of Northern Development and Mines

#### India – Georgian Room C

**Contributors:**

Jon Baird, SEMP Consulting

Saibal Ghosh, Trade Commissioner, Government of Canada

**Session Facilitator:**

Ryan Mceachern, Managing Director, CAMESE

### 1:15pm Export Market Access Focus Groups #2 – QUEBEC, NEVADA, ARGENTINA

#### Quebec – Georgian Room A

**Contributors:**

Eric Boucher, Managing Director and International Trade Director, 48e Nord International

**Session Facilitator:**

Alain Thivierge, Director of Naturallia 2017

#### Nevada – Georgian Room B

**Contributors:**

Sheldon Mudd, Mining Industry Specialist, Nevada Governor's Office of Economic Development

Paul Reid, Business Development Officer, City of Greater Sudbury

**Session Facilitator:**

Paul Bradette, Trade and Investment Specialist, Ministry of Northern Development and Mines

#### Argentina – Georgian Room C

**Contributors:**

Tomas Cabanillas, Sector Advisor Mining, Global Trade Group, Export Development Canada

Cindy Chesney, Director Business Development, CAMESE

Carlos Miranda, Trade Commissioner – Industry Liaison (Mining), Global Affairs Canada

Nadia Avila Lopez, Regional Manager – South America, Export Development Canada

**Session Facilitator:**

Jon Baird, SEMP Consulting

### 2:10pm Export Market Access Focus Groups #3 - ONTARIO, CHILE, MONGOLIA

#### Ontario – Georgian Room A

**Contributors:**

John Mason, Project Manager Mining Services, Thunder Bay CEDC

Anthony Pace – Trade and Investment Specialist, Ministry of Northern Development and Mines

**Session Facilitator:**

Mel Sauve, President, Global Growth

#### Chile – Georgian Room B

**Contributors:**

Noam Sugarman, Trade and Investment Specialist, Ministry of Northern Development and Mines

Tomas Cabanillas, Sector Advisor Mining, Global Trade Group, Export Development Canada

Carlos Miranda, Trade Commissioner – Industry Liaison (Mining), Global Affairs Canada

Nadia Avila Lopez, Regional Manager – South America, Export Development Canada

**Session Facilitator:**

Cindy Chesny, Director Business Development, CAMESE

#### Mongolia – Georgian Room C

**Contributors:**

Stephen Basadur, Incoming Senior Trade Commissioner for Mongolia, Global Affairs Canada

Neil Robinson, Trade Commissioner Mining, Ontario Region Office, Global Affairs Canada

**Session Facilitator:**

Ryan McEachern, Managing Director, CAMESE



# Event Details

## When

Thursday, June 22nd, 2017  
8:20am to 4:45pm (hot buffet breakfast served 8:00am)  
Export Club Reception 5:30pm

## Where

Holiday Inn Sudbury  
1696 Regent St., Sudbury ON  
P3E 3Z8

## Investment

\$150 + HST per attendee

## Registration

Seating is limited and registration is required. (noexportforum.eventbrite.ca). For inquiries, please contact Scott Rennie at 705-674-4455 X4403 or scott.rennie@sudbury.ca

**A minimum 48 hours notice is required for cancellations.**

## Accommodations

A limited number of guest rooms for Wednesday, June 21st and Thursday, June 22nd are available at a discounted group rate of \$132.00 per night. To reserve your guest room please call 705-522-3000 or 1-800-461-4822 and include block code "Northern Ontario Exports". For information on more hotels in Greater Sudbury, please visit [www.sudburytourism.ca](http://www.sudburytourism.ca)

## Sponsorship Opportunity

A limited number of sponsorship opportunities exist for the Northern Ontario Exports Forum. Please contact Scott Rennie at (705) 674-4455 x4403 or [scott.rennie@sudbury.ca](mailto:scott.rennie@sudbury.ca) for more details.

## Recognition

The Northern Ontario Exports Forum is delivered by Ontario's North Economic Development Corporation and is developed in cooperation with the Canadian Association of Mining Equipment and Services for Export (CAMESE), Export Development Canada (EDC), The Ministry of Northern Development and Mines (MNDM) and the Sudbury Area Mining Supply and Services Association (SAMSSA). As part of the Northern Ontario Exports Program, it is funded by FedNor and the Northern Ontario Heritage Fund Corporation.

## Sponsors:



## Presented in Cooperation with:



## Funding Partners:



## Brought to you by:

