

EARLY BIRD
SPECIAL:
LIPTON TENNIS TICKETS

INAUGURAL EVENT

LATIN

COPPER '98

The Latin Copper Buyers and Sellers Forum

March 17-19, 1998, Hyatt Regency Miami, Miami, Florida

17 al 19 de Marzo de 1998, Hyatt Regency Miami, Miami, Florida

SPECIAL KEYNOTE ADDRESS

Mr. Jan A. Smolders, President
International Copper Association, United States

FEATURING PRESENTATIONS FROM

Mr. Simon Payton, Secretary General, International Wrought Copper Council, UK
Mr. Jorge Berghammer, Executive Vice President, Chilean Copper Commission, Chile
Mr. Josip Baumgartner, Superintendent, Codelco Division El Teniente, Chile
Mr. Ricardo Badilla, Executive Director, Center of Mineral & Metallurgy Research, Chile
Mr. David Woods, Vice President, Accounting & Control, BHP Copper, United States
Mr. KN Ghosh, Director, Hindustan Copper Ltd, India

Separately
Bookable

CHINESE MARKET WORKSHOP

Thursday, 19 March 1998

Mr. Paul Dewison, China Specialist, Brook Hunt & Associates, UK

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LATIN AMERICA
MINING RECORD

ROCK & DIRT
EN ESPAÑOL

PAVORAMA
MINERO

WITH PRESENTATIONS FROM THE FOLLOWING KEY EXECUTIVES

- **Mr. Jan A. Smolders**, President, International Copper Association, United States
- **Mr. Jorge Berghammer**, Executive Vice President, Chilean Copper Commission, Chile
- **Mr. Emilio Ley**, Commercial Manager, Centromin Peru SA, Peru
- **Mr. Hélio Blak**, Director of Finance and Market Relations, Parapanema, Brazil
- **Mr. Nivaldo Roja**, Program Manager Exploration Argentina, BHP Minerals International Exploration, Argentina
- **Mr. Simon Payton**, Secretary General, International Wrought Copper Council, United Kingdom
- **Mr. Robert Green**, Director of Metals Marketing, New York Mercantile Exchange, United States
- **Mr. Peter Kettle**, Manager, Base Metals Business Unit, CRU International, United Kingdom
- **Dr William Dresher**, President, WHD Consulting, United States
- **Mr. Ricardo Badilla**, Executive Director, Center of Mineral and Metallurgy Research, Chile
- **Dr. Gustavo Lagos**, Director of the Mining Center, Catholic University of Chile, Chile
- **Mr Josip Baumgartner**, Superintendent, Codelco Division El Teniente, Chile
- **Dr. Dale Peters**, Vice President Industrial & Environmental, Copper Development Association, United States
- **Dr. Eduardo Vale Gomes da Silva**, Director, Bamburra, Brazil
- **Mr. David Woods**, Vice President, Accounting & Control, BHP Copper, United States
- **Mr. KN Ghosh**, Director, Hindustan Copper Ltd, India
- **Dr. Carmine Nappi**, Professor of Mineral Economics, Ecole des Hautes Etudes Commerciales, Montreal, Canada
- **Mr. Paul Dewison**, China Specialist, Brook Hunt & Associates, United Kingdom

RESUMEN
EJECUTIVO
EN ESPAÑOL

WELCOME TO THE LATIN AMERICAN COPPER MARKET

DAY ONE

Tuesday, 17 March, 1998

8:30 Registration and coffee

9:00 **Chairman's opening remarks**
Mr. David Woods, Vice President, Accounting & Control,
BHP Copper, United States

9:15 **World copper: Developments and trends**

- Will the information age and new technologies promise a bright new future?
- The future frontiers for Latin American copper consumption
- Does Latin America have the potential to consume what it produces?

Mr. Jan A. Smolders, President, International Copper Association, United States

OVERVIEW OF LATIN AMERICAN COPPER

10:00 **Country by country perspectives**

- Future outlooks on copper production both upstream and downstream
- New discoveries and projects: The force behind future growth
- Year 2010: The new generation of mines
- How will Latin smelter capacity handle the rise in production?
- Analyzing opportunities within growing Latin industries

These sessions will consist of 45 minute presentations from country representatives

Mr. Jorge Berghammer, Executive Vice President,
Chilean Copper Commission, Chile

10:45 Morning coffee

Mr. Emilio Ley, Commercial Manager, Centromin
Perú S.A., Peru

Mr. Hélio Blak, Director of Finance and Market
Relations, Paranapanema, Brazil

Mr. Nivaldo Roja, Program Manager Exploration Argentina,
BHP Minerals International Exploration, Argentina

SEPARATELY
BOOKABLE
WORKSHOP

1:15 Lunch

INTERNATIONAL SUPPLY AND DEMAND

2:45 **The Copper Market: Structure issues**

- Regulation, monitoring, and intervention
- Warehousing
- Contracts
- Derivatives
- Transparency

Mr. Simon Payton, Secretary General, International Wrought Copper Council, United Kingdom

3:30 **Exchange Trade Instruments**

- Current uses of COMEX copper contract in copper trading
- Effects and benefits of exchange trade instruments during market oversupplies
- Comparisons and possibilities of copper trading instruments to over the counter instruments

Mr. Robert Green, Director of Metals Marketing, New York Mercantile Exchange, United States

4:15 Afternoon coffee

4:35 **Brazil: Potential demand**

- Current issues in the Brazilian copper market
- What are and will be the biggest influences on Brazil's consumption of copper?
- What copper consuming industries in Brazil have the highest potential growth over the next 10 years?
- Who will be the biggest consumers of copper in Brazil?

Mr. Eduardo Vale Gomes da Silva, Director, Bamburra, Brazil

5:20 **Overview of the world copper supply**

- What are the latest trends in production?
- The rising stars of mining
- Emerging threats for Latin American copper
- The competitive position of Latin American copper

Mr. Peter Kettle, Manager, Base Metals Business Unit, CRU International Ltd, United Kingdom

6:05 Close of the first day

6:10 Cocktail Party

DAY THREE WORKSHOP: T

Thursday

Presented by: Mr. Paul Dewison, China Spec

8:30 Registration and coffee

9:00 **Overview of the Chinese market**

- Why is the Chinese market so important?
- The massive scale of Chinese copper product consumption, history, and prospects
- What makes this market so unpredictable?
- Economical power unleashed: The opening of imports
- How will the opening of this market change the world copper community?

10:30 Morning coffee

11:00 **The Chinese market structure**

- The basics on metals trading in China
- The supply shortfall- impact requirements from concentrates to products
- Chinese market pitfalls: Where differences in market structure affect copper sales

- Tools necessary for planning and analyzing this market
- The impact of China's changing structure of consumption on the world copper community

1:00 Lunch

2:30 **Connecting with copper consumers**

- The Chinese buying power
- Who are the major consumers in China and what are they using the copper for?
- What have been the keys to successful market entry?

3:30 Afternoon coffee

4:00 **Basics of the Chinese market**

- Culture shock and its effects on negotiating
- How to avoid market inhibitors?
- How to obtain, keep, and maintain Chinese clients?

5:00 Close of the workshop

Register now by fax at (56-2) 246 8109 or in the US (212) 248 7374

DAY TWO

Wednesday, 18 March, 1998

9:00 Chairman's opening remarks
Mr. Paul Dewison, China Specialist, Brook Hunt & Associates, United Kingdom

END USERS OF COPPER WHAT ARE THEY DOING NOW?

9:15 Copper innovation: Future hope for copper
 • Unusual copper inventions and research
 • The solutions to environmental mining problems with the newest techniques in extraction
Mr. Ricardo Badilla, Executive Director, Center of Mineral and Metallurgy Research, Chile

10:00 The greening of copper
 • Fads and fallacies of environmental concerns
 • Intergovernmental arenas
 • Current defensive activities of the copper industry
Dr. William Dresher, President, WHD Consulting and Ex-President, International Copper Research Association, United States

10:45 Morning coffee

11:05 The effects of international environmental regulations on the use of copper
 • Drinking water regulations and copper consumption
 • Ecological regulations and copper consumption
 • Changing paradigms for evaluating copper health and environmental effects
Dr. Gustavo Lagos, Director of the Mining Center, Catholica University of Chile, Chile

11:50 Electrical Market: Can the largest consumer of copper balance out the market surplus?
 • Current copper consumption by electrical markets
 • Electricity: What is and what will be demanded by the emerging markets?
 • Future demand by the international electronics market
Mr. Josip Baumgartner, Superintendent, Codelco Division El Teniente, Chile

12:35 Lunch

2:00 Automotive market's consumption of copper
 • Results of a CDA investigation on the amounts of copper and copper alloys used in a composite U.S. automotive product and light truck
 • Electrical and non-electrical end uses
 • Consumption trends over the past 15 years
 • 5 year prediction of copper consumption by automotive experts
Dr. Dale Peters, Vice President Industrial & Environmental, Copper Development Association, United States

2:45 Afternoon coffee

ASIA AND LATIN AMERICA'S SUPPLY AND DEMAND COMPATIBILITY

3:05 Risk: Its relativity to Asian potential and Latin American growth
 • Risk and its role in developing markets and economies
 • Its role in the growth of the Latin American copper industry
 • Perspectives of risk from the investor and the consumer
Mr. David Woods, Vice President, Accounting & Control, BHP Copper, United States

3:50 India: The awakening copper market
 • Economics and purchasing power
 • What are the industries with the largest copper consumption potential?
 • Current developments in copper consumption
 • Competition and market entry problems for Latin American copper producers
Mr. KN Ghosh, Director, Hindustan Copper Ltd, India

4:35 China: The copper wild card
 • Characteristics of the Chinese copper industry: reserves, production, consumption, and trade
 • Impact of China's copper trade on world prices
 • How will China fulfill its future needs for copper?
 • Short and long term buying contracts or upstream integration in the countries supplying the metal?
 • Opportunities for Latin American copper producers
Dr. Carmine Nappi, Professor of Mineral Economics, Ecole des Hautes Etudes Commerciales, Montreal, Canada
He is also author of the book: China and Western Non-ferrous metal markets: Threats or opportunities.

5:20 Close of the second day

CHINESE COPPER MARKET

March, 1998

, Brook Hunt & Associates, United Kingdom



BROOK HUNT

Established in 1975, Brook Hunt has built a reputation for independent, in-depth analysis of the metal and mineral industries and their markets. Decision makers require timely and accurate information and advice. Brook Hunt has a range of research studies and services appropriate to these needs whether the issue at hand is long-term strategy or shorter-term action. For many metals, demand growth in recent years has been driven by developments in the emerging economic powers. Brook Hunt continually monitors these changing patterns of regional metal demand. During 1997, Mr. Dewison spent more than 60% of his year researching and working in China to put together the latest, most accurate report on China which Brook Hunt plans to make available in December 1997.



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