

## International Business Development For the Canadian dam industry

---

### Trip Report:

**Lima, Peru  
May 2017**

In May 2017, as part of its International Business Development strategy, the Canadian Dam Association (CDA) provided instructors on organizing and managing dam safety reviews for mining dams, and participated in a networking event for 100 people in Lima, Peru.

This activity was targeted to, and thus delegates came from, mining companies and dam engineering consultants in Spanish-speaking South America. The purpose of the activity was to highlight Canadian expertise in dam safety reviews in mining as a way to:

- encourage South American mining companies to hire Canadian engineering consulting companies
- facilitate the development of joint ventures/partnerships between Canadian and local engineering consultants.

Canada was represented by two CDA representatives, and two representatives of Canadian engineering firms with expertise in dam safety reviews based on the CDA's guidance documents.

### **Outcomes**

Reports from the four Canadian representatives are summarized as follows:

Total number of contacts made: 55

### ***Business leads by type of service:***

Water dams and hydropower: 0

Mining operations: 3

Manufacturing, equipment supply: 0

Other: 1

### ***Other relevant comments from the activity:***

- "The event met CDA's objectives to expose Peruvian dam owners, consultants and regulators to the process used for Dam Safety Reviews in Canada and specifically by Canadian consultants in the field of dam safety."
- "The group (over 100) was larger than ideal for personal interaction."
- "Perhaps a bit too many people at this event, but the facilities were excellent."
- "Good opportunity to mix with the attendees and talk business."
- "Perhaps we could have handed out some additional promotional materials on specific Canadian consulting companies."
- "Attendees and organizers expressed interest in similar future events."

This effort achieved the goal of establishing Canada as a "go-to" place for help for this important technical activity, and enabled the Canadian firms in attendance to make valuable business contacts either directly with potential clients or with foreign partners.