

# Faces of Trade

Small Business Success Stories

## with Chile

### FFE Minerals Corporation



Bethlehem, PA

**Craig M. Sams**, General Manager, Mining & Minerals

[www.ffe minerals.com](http://www.ffe minerals.com)

**F**FE Minerals Corporation serves global minerals processing industries by providing equipment for mining businesses. The company serves five major market segments: aluminum and bauxite, lime, mining, pulp and paper, and pyro. FFE Minerals has been involved in international trade for 80 years. Trade with Latin America dates back to the 1920s when the Company supplied equipment to promote mining in the Andes. FFE has recently been awarded several large plant awards in Chile, at locations such as Collahuasi, La Copia, and Escondida.

“Over the last five years, we have seen that Latin America consistently represents 35%–45% of our total exports. We expect this trend to increase in the next five years,” says General Manager Craig Sams. “Latin America has a large, emerging population; therefore, the demand for materials is increasing. This has an impact on the demand for our industry commodity, for example, copper for housing, gold for jewelry, iron for automobiles.”

Despite Latin America’s wealth of opportunities in this industry, FFE Minerals believes that current trade with the region is riddled with obstacles and can be improved. Sams explains, **“Eliminating duties and other import fees would make us more competitive, thus increasing our sales to Latin America. With modification to the U.S.–Chile trade restrictions, we could compete fairly with other nations.”**

**Industry:** Manufacturing

**Number of U.S. Employees:** 93

**Major Product Sold to Chile:** Mining Process Equipment

**Years of Involvement in Chile:** 80

