

From Production they work so that the mining companies comply with the local purchase

Based on the regulations of Law No. 3,616 of the Ministry of Production, Trade and Industry, mining companies must cover 50 per cent of their purchases in the province. The rule establishes penalties for those who do not comply. They work on agreements.



That each mining project requires for its development from the early stages, even before the construction of its first facilities or in the middle of the exploration stage, **a network of contractors and suppliers of goods and services** that mobilize an entire value chain is one of the **particularities most highlighted by those who defend and promote the industry**, both from the private and from the public sector.



There is a consensus among the operators, the workers and the National State that **it is with the development of suppliers, manufacturers of inputs and service companies** that mining can generate growth not only to the nearby environment, but for the whole country, and that this can be a **bulwark for mining to achieve social license in the provinces where its development is prohibited** and so that more projects can be promoted.

Buy local

In **Santa Cruz**, for example, **Law No. 3,616** was enacted in 2018, which imposed that at least fifty percent (**50%**) of the **total annual amount of the contracts** that must be made by the companies of works, goods, inputs or services is made with **santa cruz suppliers registered in RUPAE**, which is the **"Single Registry of Suppliers of Economic Activities"** that operates under the orbit of the **Ministry of Production, Trade and Industry** of the province.

The Ministry of Production carries out a survey, sector by sector

"We are working to create the conditions for it to be met. We have generated the RUPAE and we have done the classification of suppliers, because that was not there, and we established the criteria to determine that classification. We are always encouraging them to register," the Minister of Production, Trade and Industry, **Silvina Córdoba**, told **Santa Cruz Produce**.

Silvina Córdoba.

The standard does not define deadlines for companies to incorporate the suppliers necessary to comply with the required percentage, so, since its sanction, all companies that are developing their activity on Santa Cruz soil and do not reach that amount are **violating the rule**. But, strictly speaking, the regulation was lacking to make it fully enforceable. This was completed last month. **There was established a procedure of sanctions and fines for non-compliance.**

"Currently, the mining companies are between 20% and 25%, they do not reach the 50% required by law. It is the sector in which we have worked the most to collect data," the minister said, adding that currently "we are starting with the dams and we must summon the oil companies," Córdoba said before the **SCP consultation**.

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"The discussion that the mining companies are trying to do now is **what percentage, effectively, can be bought in Santa Cruz**, that there is local supply. We don't have that exact percentage," the minister added. Law 3.616 clarifies that **"the contracting of all goods, inputs or services that cannot be provided by Santa Cruz suppliers** registered in the RUPAE will be excluded from the aforementioned percentage."

According to Silvina Cordoba, his portfolio is analyzing the affidavits of the six mining companies that have projects in production in the province, in order to warn in the corresponding cases of non-compliance.

Según los datos de la Cámara de Proveedores Mineros de Santa Cruz, son 100 las empresas que están registradas en la entidad y que están inscriptas en RUPAE.

“Nosotros podemos asistir con valor a toda la cadena minera, desde la exploración hasta la explotación. Esas 100 empresas **brindan trabajo a unas 6.500 personas** y cubren todos los rubros que requiere el sector, desde la exploración hasta la explotación. Hoy estamos en un 20% de contratación local. **Si se cumple la ley y se cubre el 50%, podríamos llegar a emplear más de 15.000 personas**”, señaló a SCP **Daniel García**, vicepresidente de la cámara.

Si se cubriera el cupo de compre local, las pymes

podrían emplear a 15 mil personas

En paralelo, **Catamarca** cuenta con una ley de compre local que fue reglamentada con resoluciones del Ministerio de Minería para establecer exigencias para las operadoras mineras, a fin de que se dé prioridad a la contratación de los proveedores oriundos de la provincia. **San Juan**, por su parte, cuenta con una ley de compre local de vieja data y como no es específica del segmento minero, **se presentaron algunas iniciativas que todavía están en carpeta**, a fin de puntualizar en obligaciones para la actividad minera.

Manuel Benítez.

A nivel nacional, **las empresas proveedoras de bienes y servicios para el sector minero generan empleo directo e indirecto para unas 110.000 personas**. Según el presidente de la Cámara Argentina de Proveedores Mineros (CAPMIN), **Manuel Benítez**, es importante que **en cada proyecto minero se pueda priorizar la contratación de los proveedores de las comunidades aledañas primero**, los que se desempeñen en toda la provincia y finalmente, también se debe dar paso a los del resto del país.

Hay capacidad

“Tenemos que **trabajar todos en la institucionalidad para salir a responder la demanda de cada minera** y que se compre en la Argentina y no fuera del país, porque todavía hay elementos que se compran afuera. Pero, por supuesto, primero estamos promoviendo el compre provincial”, indicó Benítez a SCP.

En ese sentido, dijo que los proveedores mineros deben **apuntar a un trabajo asociativo** con el fin de ampliar el horizonte y crecer, “porque el mercado no culmina en un proyecto o en una provincia, sino que es toda Latinoamérica”.

“Tenemos proveedores mineros que exportan sus productos y servicios a **Chile, Perú, Brasil, Ecuador** y a varios países más, debido al esfuerzo del mediano y pequeño empresario que, en un mercado tan especial como el minero, tuvo la decisión de invertir”, sostuvo.

A nivel nacional, proponen una unidad de proveedores para cubrir la demanda

“Frente a un contrato de una mina de un lugar determinado, frente a la necesidad de tomar ese contrato, **tiene que haber unidad de proveedores que primero se dé en la provincia**, en la región si es preciso y, si es posible, a nivel nacional. Porque a veces no se alcanzan a cubrir los requerimientos de las operadoras y se pierden contratos importantes. Pero ante eso, tiene que primar la unidad”, concluyó.