

GLOBAL ENVIRONMENTAL TEAM NEWSLETTER SUMMER 2007

CALENDER OF TRADE EVENTS

INDUSTRIAL WATER QUALITY 2007: The Industrial Water Quality Conference examines global issues confronted by industries with the use/reuse of water and generation of wastewater from industrial processes. This Conference, sponsored by the Water Environment Federation (WEF), will take place on July 29-August 1, 2007 at the Westin Providence Hotel in Providence, Rhode Island. Attendees involved in the chemical, petrochemical and refining, automotive, consumer products, iron and steel, electronics, metal finishing and plating, printing, aerospace, pharmaceuticals, food processing, textiles, shipping, power generation, animal feedlot operations, and pulp and paper will benefit from the Conference. You can register on-line at www.weg.org/industrialwaterquality or call 800-666-0206 for additional information.

YUKON TRADE MISSION 2007: The U.S. Commercial Service & Government of Yukon Economic Development proudly presents the Yukon Trade Mission on August 27-29, 2007 to Whitehorse, Yukon, Canada. The Yukon offers unparalleled opportunities for companies in the mining, building products, environmental, transportation, cold climate, and forestry industries. For a fee of US\$900, participating companies will receive a welcome networking reception, opportunities in the Yukon-presentation, pre-arranged one-on-one meetings, attendance at the Whitehorse Chamber of Commerce AGM, and a farewell dinner hosted by the Yukon Government. For additional information, contact Commercial Specialist Cheryl Schell, U.S. Commercial Service Vancouver, by e-mail at cheryl.schell@mail.doc.gov or by phone at 604-642-6679. Register on-line at www.buyusa.gov/canada/en.

*****ENVIRONMENTAL TRADE MISSION TO BULGARIA, ROMANIA, & TURKEY***:**

Expand your company's environmental product or service into the dynamic markets of Bulgaria, Romania, and Turkey. The U.S. Department of Commerce's Environmental Trade Mission to these markets is scheduled on October 1-5, 2007. The mission offers a cost-effective way to meet potential business partners and government decision makers in these fast growing markets. The trade mission includes pre-screened, individualized appointments, country market briefings, meetings with key government officials, logistical support, networking opportunities including U.S. Embassy reception in Romania, a technical site visit in Turkey, and pre- and follow-up counseling assistance. The participation fee is \$3,800 per company. The registration deadline is Wednesday, August 1. For additional information and to register your interest on-line, visit the website, <http://buyusa.gov/environmental/tbrtm.html>.

WEFTEC 2007: The Water Environment Federation's Technical Exhibition and Conference (WEFTEC) celebrates its 80th show on October 13-17, 2007 in San Diego, CA. WEFTEC draws thousands of water and wastewater professionals from around the world to learn the latest practices, solutions, and regulations in their field. Product categories include chemicals/chemical handling; drinking water treatment equipment/processes; industrial and hazardous waste management; pipes and collection systems; safety equipment; sampling and laboratory equipment; wastewater treatment equipment/processes; and other related products and services. Visit the show website at www.weftec.org.

ENVIRO-PRO MEXICO 2007: Is the largest and most important international exhibition for the environment and energy industries in Latin America, especially Mexico. The show will take place on October 16-18, 2007 at the World Trade Center in Mexico City, Mexico. It will contain a specialized pavilion for Powermex Clean Energy & Efficiency 2007, the leading electrical energy and natural gas exhibition. Industry and government decision makers will meet with the leading suppliers of innovative technologies and solutions to their environmental problems. The U.S. Commercial Service Mexico City will offer Gold Key Services to the U.S. exhibitors, a briefing breakfast, and a cocktail reception with industry leaders. For additional information, contact Commercial Specialist

Francisco Ceron, U.S. Commercial Service Mexico City, by e-mail at francisco.ceron@mail.doc.gov. Visit the show website at www.ejkrause.com/enviropro.

EXPO AMBIENTAL 2007: Expo Ambiental has positioned itself as an important natural showcase for the Chilean and Latin American environmental markets. It's taking place on October 17-20, 2007 in Santiago, Chile. In just one location, it's possible to find various offers for treatment and handling of contaminating waste material, use and application of new technologies for water treatment and hydric resources, and the latest breakthroughs for the care and preservation of the environment. For additional information, contact Commercial Specialist Isabel Margarita Valenzuela, U.S. Commercial Service Santiago, by e-mail at isabel.valenzuela@mail.doc.gov. Visit the show website at www.expoambiental.cl.

ENVIRO-SHIGA 2007: The Shiga International Environmental Business Exhibition will be held on October 24-26, 2007 in Nagahama City of Shiga Prefecture, Japan. The U.S. Commercial Service Osaka-Kobe will organize a U.S. Pavilion for companies interested in exhibiting in the following sectors: energy; environmental solutions; water/air treatment & purification; waste treatment & recycling; environmental biotechnology; environmental civil engineering & architecture; and eco-friendly products. For further information, contact Commercial Assistant Chikako Akai by e-mail at chikako.akai@mail.doc.gov. Visit the website at www.pref.shiga.jp/event/messe-e.

CHINA COAL & MINING TRADE MISSION: The Chinese government is building, enlarging, and modernizing its mines and coal-preparation plants in order to meet the needs of its rapidly developing economy. This development offers substantial export opportunities for U.S. companies. China has the third largest coal resources in the world. A trade mission, organized by the Kentucky World Trade Center and the U.S. Department of Commerce will take place on October 29 – November 7, 2007 to Shanghai, Shanxi, and Beijing. If your company wants to market coal mining equipment and technologies to China, the mission will enable you to evaluate market opportunities, establish contacts, and strengthen existing trade relationships. It is structured to enable participants to visit or exhibit at China's largest mining show. To learn more about the trade mission, contact Sara Moreno, U.S. Department of Commerce in Louisville, by phone at 859-225-7001 or by e-mail at sara.moreno@mail.doc.gov.

CHINA COAL & MINING EXPO 2007: Will take place on November 6-9, 2007 in Beijing, China. The U.S. Department of Commerce is supporting the U.S. Pavilion, an excellent platform for U.S. companies to showcase their products and services in the pollution control equipment and water resources equipment and services sector. Companies in the U.S. Pavilion have access to streamlined booth arrangements, market entry counseling and logistics, one-on-one meetings with potential agents and distributors, and other market opportunities. For additional information, contact Senior Commercial Specialist Mei Baochun, U.S. Commercial Service Beijing, by e-mail at baochun.mei@mail.doc.gov. Visit the website at www.chinaminingcoal.com.

INTERNATIONAL ECOLOGICAL FAIR POLEKO 2007: POLEKO is the largest international event in Central and Eastern Europe focusing on environmental protection technologies and equipment. It's scheduled on November 20-23, 2007 in Poznan, Poland. The show features equipment and technologies for water, soil and air protection; city waste and noise monitoring; and chemical and industrial waste management. The European Union provides member-countries with special funds to protect the environment and U.S. companies are eligible to participate as partners in EU-funded projects in Poland. For additional information, contact Commercial Specialist Ania Janczewska, U.S. Commercial Service Warsaw by e-mail at ania.janczewska@mail.doc.gov. Visit the website at www.poleko.mtp.pl/en.

TURKEY & CIS ENVIROTECH: This environmental technology services and equipment trade show is taking place on November 23-24, 2007 at the Hilton Convention & Exhibition Centre in Istanbul, Turkey. It's held along side the Black Sea & Caspian Ecology summit and provides an ideal platform for exhibiting companies to meet and conduct business face-to-face with solution providers, suppliers, and eco-technology companies with regional governmental and private transport and energy industry representatives. For more information, contact Commercial

Specialist Ebru Olcay, U.S. Commercial Service Istanbul, by e-mail at ebru.olcay@mail.doc.gov. Visit the website at www.biztradeshows.com/trade-events/turkey-cis-envirotech.html.

POLLUTEC HORIZONS 2007: The U.S. Commercial Service, in conjunction with the Environmental Marketing Group, is pleased to invite American firms to participate in the U.S. Pavilion at Pollutec 2007, France's largest environmental technology trade show. The show will be held on November 27-30, 2007 at the Exhibition Center, Paris Nord, Villepinte, Paris, France. It will cover sectors including water, air, noise, waste, recycling, energy, and engineering. A package including a booth in the U.S. Pavilion, pre-show promotion, a market briefing, logistical and special on-site assistance, interpreters, market studies, and face-to-face meetings with potential customers will be offered to exhibitors for the duration of the show. For additional details, contact Commercial Specialist Everett Wakai, U.S. Commercial Service Paris, by e-mail at everett.wakai@mail.doc.gov. Visit the show website at www.pollutec.com.

WORLD ENERGY SUMMIT: The World Energy Summit Trade Show will take place in Abu Dhabi on January 21-23, 2008. The U.S. Commercial Service, in partnership with MASDAR, the Abu Dhabi Future Energy Company, is supporting the event. Although Abu Dhabi is a major hydrocarbon producing nation (sits on 1/10 of the world's oil & gas reserves), the government made a decision to embrace renewable and sustainable energy technologies as a first step towards this objective by establishing the MASDAR initiative, a global cooperative platform for open engagement in the search for solutions to mankind's most pressing issues such as energy security and the environment. The Summit will offer U.S. companies to meet MASDAR and UAE companies, as well as, the leading giants from around the world. If interested in exhibiting at the show or attending, contact Commercial Specialist Rula Omeish, U.S. Commercial Service Abu Dhabi, by e-mail at rula.omeish@mail.doc.gov. Full details on MASDAR can be seen on their website at www.masdaruae.com.

GLOBE 2008: Provides a unique opportunity for companies to network with decision-makers from around the world. It is an excellent forum for introducing technological innovation to environmental business leaders. Globe will take place on March 12-24, 2008 at the Vancouver Expo Center in Vancouver, Canada. Product categories will include air pollution control, energy efficiency, engineering services, environmental audits, finance, GIS & information technology, hazardous waste, ISO/EMS consulting, impact assessment management, laboratory equipment and services, monitoring equipment and services, pollution prevention technology, remediation/containment, renewable energy, research and development, resource management, solid waste management, and wastewater treatment. For additional information, contact Commercial Specialist Cheryl Schell, U.S. Commercial Service Vancouver by e-mail at cheryl.schell@mail.doc.gov. Visit the website at www.globe.ca.

WQA AQUATECH USA 2008: WQA Aquatech USA, an international exhibition and conference on water technology, attracts multiple water industry groups including process water, drinking water, ultrapure, and wastewater for residential, commercial, and industrial users. Aquatech will take place on March 26-28, 2008 at the Mandalay Bay Convention Center in Las Vegas, NV. For additional information, contact the Water Quality Association (WQA) by phone at 630-505-0160 or by e-mail at convention@wqa.org. Visit the show website at www.wqa-aquatech.com.

IFAT 2008: IFAT 2008 will take place on May 5-9, 2008 at the New Munich Trade Fair Centre in Munich, Germany. It's a comprehensive fair that revolves around the water, sewage, refuse, and recycling sectors. New topics such as coastal protection/flood control and waste-to-energy concepts take changing climate conditions and the growing lack of resources into account. IFAT has focused on the overall topic of water for years. For additional information, contact Commercial Specialist Birgit Dose, U.S. Commercial Service Hamburg, by e-mail at birgit.dose@mail.doc.gov. Visit the website at www.mtfna.com/ifat.

AQUATECH CHINA 2008: The world's number one trade fair brand for process, drinking, and waste water will make its China debut in Shanghai on May 28-30, 2008. Aquatech China will be created by a powerful partnership that combines the very best of international know-how. Amsterdam RAI will work together with the Shanghai-based exhibition company CHC, supported

by the Water Quality Association, the International Water Association, and the China Council for the Promotion of International Trade. In light of the recent unveiling of the government's new Five Year Plan, there can be no better time to enter the Chinese market. From 2006 to 2010, no less than 600 billion Yuan (US\$ 77 billion) will be invested in the Chinese water industry. For additional information, visit the show website at www.aquatechtrade.com.

ENVIRONMENTAL EXPORT PROGRAM

The Export-Import Bank of the United States (Ex-Im Bank) created its Environmental Exports Program in 1994 as a pro-active means to increase its support of environmentally beneficial goods and services exports. Ex-Im Bank now offers a Loan Guarantee Program in which banks can offer loans to foreign buyers of U.S. goods and services with repayment terms up to 15 years for renewable energy and water projects. Ex-Im Bank Small Business Credit Insurance Program insures against commercial and political risks that enables U.S. environmental exporters to offer up to 360-days open account financing to their international customers. Ex-Im Bank insures 95% of the credit if the foreign buyer cannot pay for commercial reasons, such as bankruptcy, and 100% if they cannot pay due to political reasons, such as war.

One of the best benefits of the Program is that exporters can assign their Ex-Im Bank-insured receivables to a U.S. commercial bank and get paid immediately. For example, Ex-Im Bank's insurance enables Southwest Windpower to offer its foreign buyers open account terms, which enables buyer to place larger orders. "The results have been tremendous," Andrew Kruse, Vice President of Southwest Windpower, said. "Last year, more than 50% of our revenues came from export sales. Our products are sold in more than 50 countries. Ex-Im Bank is a strategic partner in expanding our export sales." For additional information, contact Craig O'Connor, Director, Environmental Exports Business Development, Ex-Im Bank, by phone at 202-565-3556 or by e-mail at craig.oconnor@exim.gov. Visit ExIm Bank's website at www.exim.gov.

INFORMATION SITES TO VISIT

ENVIRONMENTAL E-MARKET EXPRESS: The Environmental e-Market Express was created to provide monthly updates regarding new environmental market research reports, trade leads, and events generated by U.S. Commercial Service Specialists in American Embassies and Consulates worldwide. You can register to receive this on-line monthly newsletter directly by visiting the website at <http://www.buyusa.gov/emc/enviro.html>.

GLOBAL ENVIRONMENTAL TEAM WEBSITE: The Global Environmental Team created a new website to post worldwide team events, marketing information, newsletters, and other useful resource information. Visit the website at <http://www.buyusa.gov/environmental>.

ENVIRONMENTAL TECHNOLOGIES INDUSTRIES OFFICE: The Environmental Technologies Industries (ETI) Office in Washington, D.C. was created specifically to help U.S. companies in the environmental industry compete and win as they expand their markets overseas. On the ETI website, <http://www.environment.ita.doc.gov>, you will find news and industry facts, regional and industry trade specialists, calendar of events, market research, trade associations, environmental journals and periodicals, websites, newsletters, and trade finance.

CANADIAN ENVIRONMENTAL MARKET VIDEO: The U.S. Commercial Service in Canada produced an on-line video titled, "Selling to the Environmental Sector in Canada." Commercial Specialist Richard Vinson, Halifax, narrates the presentation and outlines best prospect opportunities for this sector throughout Canada. Go to the website, <http://www.buyusa.gov/canada/en>, select Canadian Industry Profiles from the left side, select Environmental Sector in Canada Video Fact Sheet from the middle screen. For additional information on the Canadian market for environmental technologies, contact Richard Vinson by phone at 902-429-2482 or by e-mail at richard.vinson@mail.doc.gov.

ASIA NOW ENVIRONMENTAL TEAM: The Asia Now Environmental Team was established to assist American environmental technology companies explore opportunities in Asia-Pacific. The team is composed of environmental specialists from the U.S. Commercial Service offices in Australia, China, Hong Kong, India, Indonesia, Japan, Korea, Malaysia, New Zealand, Philippines, Singapore, Thailand, and Vietnam. Market research, trade events, and trade leads can be found on the Asia Now website at http://www.buyusa.gov/asianow/asianow_environmental_team.html.

U.S.-CHINA ENVIRONMENTAL BIZ NEWSLETTER: The U.S.-China Environmental Biz Newsletter is published monthly by Commercial Specialist Stellar Chu, American Consulate Shanghai. It contains information on trade leads and government tenders, trade events, marketing information, and news updates. To subscribe to the newsletter, please send an e-mail with your name, e-mail address, and complete organization contact information (telephone, fax, address) to stellar.chu@mail.doc.gov. For up-to-date information about the environmental sector in China, visit the website www.buyusa.gov/china/en/environmental.html.

ASIAN DEVELOPMENT BANK: The U.S. Commercial Service Liaison Office to the Asian Development Bank (CS ADB) is a part of the U.S. Department of Commerce's global network of export development offices. CS ADB helps U.S. firms target their efforts through counseling and market research, introductions/appointments with key ADB officer, electronic distribution of monthly new project alerts, regular ADB Business Opportunity Seminars in the U.S. and Asia, and through individual advocacy to ensure fair and transparent competition. To learn more about ADB business opportunities, please visit the CS ADB website, <http://www.buyusa.gov/adb>.

SHOWCASE EUROPE – ENVIRONMENTAL TECHNOLOGIES: If you're looking for new export markets and business opportunities for your environmental products and services in Europe, you should look at the website, http://www.buyusa.gov/europe/environmental_technologies.html. The website contains information on trade events, market research reports, and links to other in-country organizations and resources.

****QUICKTAKE PROGRAM**** - If you're interested in Europe's growing environment markets, you should take advantage of "Quicktake", a service for export-ready American companies with a high quality product or service. For \$750, 30 market specialists across Europe quickly review your product or service's export potential in their respective markets. In fifteen business days, you will get a survey that covers current demand, future demand, competition, need for partner, local tastes, and technical requirements. To request this program, go to http://www.buyusa.gov/europe/environmental_quicktake.html.

U.S. MISSION TO THE EUROPEAN UNION: The U.S. Commercial Service at the U.S. Mission to the European Union (EU) has launched a new webpage on REACH, the new EU environmental legislation on chemicals. REACH is a major reform of EU chemicals policy and it will affect global supply chains that produce and use chemicals. U.S. exporters should prepare for compliance. The webpage includes official EU documents, U.S. government reports, and provides links to other useful sources of information. Visit <http://www.buyusa.gov/europeanunion/reach.html>.

EUROPEAN BANK FOR RECONSTRUCTION & DEVELOPMENT (EBRD): The EBRD is directed to promote environmentally sound and sustainable development. Project finance for private and state sectors projects is EBRD's core business. All projects provide a number of procurement opportunities. U.S. companies can access information about projects through the EBRD website at <http://www.ebrd.com/oppo/procure/ops/index.htm>.

INTER-AMERICAN DEVELOPMENT BANK (IDB): The IDB is an international institution that funds development projects for its 26 Latin American and Caribbean countries. U.S. firms interested in participating in procurements funded by IDB loans can use their website, <http://www.iadb.org> to get information on the project development process and procurement rules.

U.S. TRADE & DEVELOPMENT AGENCY (USTDA): USTDA helps U.S. companies pursue overseas business opportunities through the funding of feasibility studies, orientation visits, training

grants, conferences, and various forms of technical assistance in middle income and development countries. Visit USTDA's website at <http://www.tda.gov>.

OVERSEAS PRIVATE INVESTMENT CORPORATION (OPIC): OPIC was established to help U.S. businesses invest overseas, fosters economic development in new and emerging markets, complements the private sector in managing risks associated with foreign direct investment, and supports U.S. policy. Because OPIC charges market-based fees for its products, it operates on a self-sustaining basis at no cost to taxpayers. Visit OPIC's website at <http://www.opic.gov>.

THE ENVIRONMENTAL BUSINESS JOURNAL (EBJ): Is the leading business publication for companies operating in the environmental industry. EBJ provides a strategic overview and an independent perspective on market trends and business strategies that affect this changing industry. Subscribers get access to primary research by Environmental Business International (EBI) staff, first-hand results of detailed market surveys and in-depth assessments of environmental markets. Each issue presents a specific industry segment or management issue. Visit the website at <http://environmental-industry.com/ebj/ebj.html>.

WATER ONLINE: Acts as a web source for professionals in the municipal and industrial water and wastewater markets. Additional markets covered include stormwater, erosion control, and commercial and residential water. Water Online's main goal is to create connections between buyers, designers, and specifiers with manufacturers of relevant products, systems, and services. Visit the website at <http://www.wateronline.com>.

WATER & WASTES DIGEST MAGAZINE: Published monthly by Scranton Gillette Communications in Des Plaines, IL, Water & Wastes Digest (WWD) is the one of the leading sources of information for water and wastewater professionals in the municipal and industrial sectors. WWD's purpose is to provide editorial content and information to help these professionals do their job more effectively while educating them on the latest technology through case studies, technical articles, and new product information. WWD's editorial environment is built on its 45 years of experience to provide its subscribers with content in a format applicable for real world solutions. The magazine offers e-newsletters, a China edition and an International Business Resource Center that provides timely notification of tenders and development from around the globe. For a subscription visit <http://WWDmag.com> and use the link at the top of the page. To advertise, contact Hal Gillette at hgillette@sgcmail.com or by phone at 847-391-1033.