



Environmental Technologies Market Opportunities 2007-2008

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Africa:

Egypt:

Project Brief: The Governorate of Dakahlia is planning to create an environment clean city and is planning to establish a mega project on a 10 acre land to recycle various types of waste, including glass, wood, paper, plastic, cans, and metals. In addition, they plan to process their rice straw into organic fertilizer and use it for printing paper.

Timetable: N/A

Buyers: Dakahlia Government

Project Value: Approximately \$10 million

Best U.S Sales Opportunities:

Garbage sorting, Glass recycling plant, wood recycling plant, paper recycling plant, plastic recycling plant, can and metal recycling plants, and rice straw processing plant for organic fertilizer and printing paper.

Report Source:

-**Name:** Egypt: Dakahlia Government Seeking Clean Environment

-**Date:** March 2008

- **Web link:** http://www.buyusainfo.net/docs/x_5099565.pdf

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Egypt:

Project Brief: Successful solid waste management (SWM) is a vital component of Egypt's sustainable development strategy, and impacts several sectors of the economy and the country. Areas that are most affected by the lack of a SWM systems include public health and the environment.

To accelerate performance, the SWM sector is in need of more private sector support and commitment. This would require involvement on all levels including the government, corporations, laborers and the general public. There is an opportunity for US firms in the business of SWM operations, consulting, equipment supplies, and recycling. Environmental enhancements in the country are one of the government of Egypt's top priorities, and foreign donors are contributing to this upgrade and allocating sufficient budgets to conduct pilot sites around the country.

Timetable: 10 year plan implemented in 2001/2002. Expected to be complete by 2010.

Buyers: Government of Egypt

Project Value: Estimated to reach USD \$140 million

Best U.S Sales Opportunities:

Sanitary land-fill technologies, solid waste collection, and recycling facilities.

Report Source:

-Name: Egypt: Solid Waste Management and Recycling

-Date: July 2007

- Web link: http://www.buyusainfo.net/docs/x_2037235.pdf

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Egypt:

Project Brief: Government of Egypt (GOE) is working to provide cleaner air by cutting down on various air pollutants. The GOE is implementing enhancements in the public sector, as well as working with factories to reduce different gaseous emissions.

Timetable: N/A

Buyers: Government of Egypt

Project Value: USD \$40 million

Best U.S Sales Opportunities: paper and fertilizer factories

Report Source:

-Name: Egypt: Air Pollution Reduction Business Opportunities

-Date: March 2007

- Web link: http://www.buyusainfo.net/docs/x_7382629.pdf

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South Africa:

Project Brief: In semi-arid South Africa water is extremely scarce and most rural and suburban communities do not have access to residential waterborne sanitation systems. Furthermore the worsening state of municipal wastewater treatment plants has led to numerous problems in terms of drinking water contamination by wastewater outfall, and this continues to result in regular outbreaks of waterborne diseases such as cholera and typhoid fever. South Africa is in urgent need of new wastewater plants, upgrades of existing installations and proper training of municipal technical staff manning these wastewater treatment plants.

Timetable: N/A

Buyers: South African Government

Project Value: Estimated \$62 billion over the next 3 years

Best U.S Sales Opportunities: biological sewage treatment processes, the treatment and recovery of organics from agro-industrial processes, the treatment and recovery of inorganics in industrial and mining effluents, bio-technological co-treatment of industrial effluent with sewage waste, the upgrading of sewage reticulation plants, storm water infrastructure, supply of waterless or water efficient waste sanitation systems.

Report Source:

-Name: South Africa: Opportunities for Wastewater Equipment and Services

-Date: April 2006

- Web link: http://www.buyusainfo.net/docs/x_6978397.pdf

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Asia:**Japan:**

Project Brief: Demand for the renovation or reconstruction of existing facilities – many of which are 50 or 60 years old – is expected to be high. Generally, local governments are responsible for construction and maintenance of watersupply facilities. The Water Works Law has paved the way for privatization of water supply business, which has resulted in more opportunities for foreign companies to manage and maintain facilities. The Japan Sewage Works Agency, jointly owned by local governments, has constructed many sewage facilities through contracts with local governments. Demand for renewal or reconstruction of sewage facilities is high. The industrial wastewater treatment market is expected to grow steadily as the economy recovers and water quality standards are tightened. As many Japanese manufacturers are now expanding their business in other Asian countries, success for a U.S. firm in Japan might lead to success in other Asian markets.

Timetable: Begins 2008 for the next 15 years

Buyers:

Water: prefectures and cities

Wastewater: Municipal governments (cities, towns, and villages)

Industrial Wastewater:

-*Automotive:* Toyota Motor Corporation, Nissan Motor Co., Ltd., Honda Motor Co., Ltd., Mitsubishi Motor Corporation, Isuzu Motors Limited, Denso Corporation

-*Chemical:* Shin-Etsu Chemical Co., Ltd., Tosoh Corporation, Mitsubishi Chemical Holdings Corporation, Mitsubishi Plastics, Inc., Sumitomo Chemical Co., Ltd., Showa Denko K.K.

-*Machinery:* Mitsubishi Heavy Industries, Ltd., Sumitomo Heavy Industries, Ltd., Ishikawajima-Harima Heavy Industries Co., Ltd., Toshiba Corporation, Hitachi, Lt, Kubota Corporation

-*Food Processing:* Ajinomoto Co., Inc., Nichirei Corporation, Toyo Suisan Kaisha, Ltd., House Foods Corporation, Kikkoman Corporation, Nissin Food Products

-*Pulp & Paper:* Oji Paper Co., Ltd., Nippon Paper Group, Inc., Mitsubishi Paper Mills Limited., Daio Paper Corporation, Hokuetsu Paper Mills, Ltd.

-*Steel:* Nippon Steel Corporation, JFE Steel Corporation, Sumitomo Metal Industries, Ltd., Nisshin Steel Co., Ltd, Nakayama Steel Works, Ltd.

Project Value: Annual investment of \$30 billion

Best U.S Sales Opportunities: wastewater treatment technologies, rainwater control systems, sewer infrastructure, investment in the rehabilitation, renovation, and reconstruction of sewage facilities, machinery, food processing, chemical, steel, pulp and paper industries

Report Source:

-Name: Japan: Water and Wastewater Industry Overview

-Date: May 2008

- Web link: http://www.buyusainfo.net/docs/x_5494989.pdf

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Singapore:

Project Brief: The Singapore market is ripe for new and innovative water treatment and wastewater recycling systems as it continues its effort to achieve water independence

Timetable: N/A

Buyers: Government of Singapore (GOS) and Public Utilities Board (PUB)

Project Value: Estimated at \$950 million

Best U.S Sales Opportunities: water recycling systems and technology, membrane bioreactor systems, microfiltration, reverse osmosis, and water disinfection with ultraviolet light, pumps, valves, sterilizers, crystallizers and other related components.

Report Source:

-**Name:** Singapore: Water treatment and Wastewater Recycling Systems

-**Date:** May 2008

- **Web link:** http://www.buyusainfo.net/docs/x_833702.pdf

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India:

Project Brief: The Indian renewable energy (RE) industry offers excellent business prospects to U.S. companies. The market in India for RE business is estimated at USD 500 million and is growing at an annual rate of 15 percent. The new RE policy of the Government of India (GOI) which is aiming at generating 10,000 MW of energy through renewable and non-conventional sources

Timetable: N/A

Buyers: Government of India (GOI)

Project Value: Estimated at \$3 billion

Best U.S Sales Opportunities: solar energy (solar cells, large capacity SPV modules, SPV roof tiles, inverters, charge controllers), wind energy, small hydro projects, waste-to-energy, biomass co-generation systems and alternate fuel,

Report Source:

-**Name:** India: Renewable Energy Equipment

-**Date:** May 2008

- **Web link:** http://www.buyusainfo.net/docs/x_4751252.pdf

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Hong Kong:

Project Brief: Hong Kong relies entirely on imported water and wastewater treatment products and technologies to meet its needs. The Hong Kong Government (HKG) allocated funds to build disinfection facilities under the Harbor Area Treatment Scheme (HATS) Stage 2A. To tackle regional pollution problems, the HKG approved the funding for the Hong Kong Productivity Council to embark on a 5-year Cleaner Production Program in January 2008 to encourage Hong Kong-owned factories in the Pearl River Delta to practice cleaner production and to treat industrial wastewater before discharging into rivers and streams.

Timetable: N/A

Buyers: Environmental Protection Department, Water Supplies Department, and Drainage Services Department

Project Value: \$1 billion

Best U.S Sales Opportunities: ultra-violet irradiation, ozonation, chlorination/de-chlorination and membrane filtration, laboratory equipment and instruments, water loss control technologies, Industrial wastewater recycling, Ion-exchange technology for heavy metal recovery

Report Source:

-Name: Hong Kong: Water Resources Equipment

-Date: March 2008

- Web link: http://www.buyusainfo.net/docs/x_8033219.pdf

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Russia:

Project Brief: The Russian government has for years neglected environmental protection. As a result, the environmental situation in the country has been aggravating and in many cases is out of control. Burning environmental problems, including low quality of water in rivers and lakes, poor water sanitation, incidence of oil spills, polluted air and soil, have forced the government to place more emphasis on the environment. The government adopted a number of laws and regulations stipulating introduction of water and waste water management technologies, stricter emissions controls as well effective solid waste recycling systems in major cities such as Moscow and St. Petersburg and a number of other regions. Russia has a legislative framework aimed at protection of the environment, some of the norms and regulations are even stricter than in Europe.

Timetable: N/A

Buyers: Russian Government

Project Value: Estimated at \$700 - \$1,000 million

Best U.S Sales Opportunities:

- Waste sorting, pressing, crushing and washing equipment;
- Plastic and steel waste containers;
- Special containers for dangerous waste;
- Refuse collecting vehicles and litter bins;
- Waste incineration plants;
- Hydraulic presses for packing paper, cardboard, plastic and other kinds of waste;
- Recycling equipment for production of plastic packaging;
- Food waste processing equipment;
- Polymeric, plastic and paper waste processing equipment.

Report Source:

-Name: Russia: Environmental Market

-Date: August 2007

- Web link: http://www.buyusainfo.net/docs/x_8358719.pdf

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Pakistan:

Project Brief: Inadequate collection and disposal of solid waste continues to pose a serious health risk to Pakistan's population. No formal recycling plants exist either at the federal level or at the municipal level to take charge of solid waste recycling. Private initiatives are trying to organize recycling activities by employing or taking charge of people who are already in the scavenging business. There is huge potential in Pakistan for the setting up of recycling plants which improve upon the present technologies used to recycle materials such as glass, paper and plastic.

Timetable: N/A

Buyers: Capital Development Authority, Lahore Development Authority, City District Government Karachi

Project Value: To be determined

Best U.S Sales Opportunities: Incinerators, Refuse Compactors

- Excavating Machines (for creating landfill sites)
- Bulldozers (for creating landfill sites)
- Graders and Levelers (for creating landfill sites)
- Mechanical Shovels, Excavators and Shovel Loaders (for creating landfill sites)
- Fork-lift Trucks, trucks fitted with lifting or handling equipment (to be used for collecting and unloading garbage from large containers into the trucks)
- Autoclaves, industrial, for treatment of material by temperature change (for the treatment of hazardous medical waste)
- Road Maintenance Sweepers
- Refrigeration or freezing equipment (necessary to store hazardous hospital waste prior to disposal)

Report Source:

-**Name:** Pakistan: Solid Waste Management Industry

-**Date:** October 2007

- **Web link:** http://www.buyusainfo.net/docs/x_1537727.pdf

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Indonesia:

Project Brief: Indonesia's water and industrial pumps market represents growing potential for U.S. exporters. Industry sources believe U.S. products will continue to find a good market in Indonesia. U.S. brands known for their quality and durability have progressively gained market share in the past three years. American water and industrial pumps manufacturers need more exposure to the water and industrial pumps sector in Indonesia.

Timetable: N/A

Buyers: Indonesia's water supply companies, waste water treatment and sewage plants, environmental industries, chemical petrochemical fertilizer, pulp and paper, food processing, palm oil, sugar, fertilizer, oil and gas companies are the largest markets for water and industrial pumps.

Project Value: Estimated \$255 million

Best U.S Sales Opportunities:

- Water pumps with capacity; electrically operated
- Other water pumps by electrically operated),
- Other reciprocating positive displacement pumps not electrically operated
- Water pumps rotary positive with capacity; electrically operated

- Other water centrifugal pump special design for submar; electrically operated
- Centrifugal pump not electrically operated
- Other pumps of electrically operated for elevators liquid
- Parts of pumps of subheading
- Parts of pumps of subheading
- Parts of centrifugal pumps
- Other pumps, electrically operated

Report Source:

- Name: Indonesia: Water and Industrial Pumps
- Date: September 2007
- Web link: http://www.buyusainfo.net/docs/x_477691.pdf

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Europe:**Slovakia:**

Project Brief: Servicing water and sewage networks in Slovakia presents long term business opportunities for American companies. There is opportunity to sell water treatment plants, water and sewage equipment and technology for pipeline networks, as the construction and reconstruction of wastewater treatment facilities and pipeline networks is a high priority in Slovakia. In addition, there are a number of medium and small sized construction projects that have water treatment needs, for example: water treatment plants or water purification technologies for new factories and recreational or urban areas not connected to the public water network. These small projects are usually covered by local companies that are potential U.S. buyers.

Timetable: 2008-2012

Buyers: Water companies:

Bratislava Water Company, joint-stock company, Bratislava
 Trnava Water Company, joint-stock company, Piešťany
 West Slovakia Water Company, joint-stock company, Nitra
 Trenčín Water Company, joint-stock company, Trenčín
 Trenčín Sewage and Water Works, joint-stock company, Trenčín
 North Slovakia Sewage and Water Works, joint-stock company, Ľilina
 Orava Water Company, joint-stock company, Dolný Kubín
 Turiec Water Company, joint –stock company, Martin
 Váh Water Company, joint-stock company, Považská Bystrica
 Ružomberok Water Company, joint-stock company, Ružomberok
 East Slovakia Water Company, joint-stock company, Kosice
 Liptov Water Company, joint-stock company, Liptovský Mikuláš
 Komárno Water and Sewage Works joint-stock company
 Mondi Business Paper SCP, joint-stock company, Ružomberok
 Water and Technical Services, Ltd. Hlohovec
 Podtatranská Water Company, joint-stock company, Poprad operated by Veolia
 Central Slovakia Water Company, joint-stock company, Banská Bystrica operated by Veolia

Project Value: Estimated USD \$7,706 million

Best U.S Sales Opportunities:[East Slovakia Water Company, joint-stock company, Kosice:](#)

Construction of waterworks purification in Starina, approx. cost. USD 90,000,000

Construction of water treatment plants and sewage network in Juzny Zemplin, approx. cost USD 60,000,000

Construction of water and sewage pipelines in Bodva, approx. cost USD 63,000,000

Construction of water and sewage pipelines in Hornad, approx. cost USD 65,000,000

Construction of water and sewage pipelines in Horna Topla, approx. cost USD 55,000,000

Construction of treatment plant, water and sewage pipelines in Laborec and Sirava, approx. cost USD 40,000,000

Construction of treatment plants, water and sewage pipelines in Ekotorysa, approx. cost USD 60,000,000

Construction of water and sewage pipelines in Secov-Topla, approx. cost USD 42,000,000 Opportunities in Water Treatment

Construction of sewage pipelines in Sought East Zemplin, approx. cost USD 65,000,000

[Podtatranská Water Company, joint-stock company, Poprad:](#)

Construction of treatment plants, water and sewage pipelines in Spis and Tatry, approx. cost USD 150,000,000

Construction and sewage pipelines in Stara Lubovna, Jarabina and Nova Lubovna, approx. cost USD 7,000,000

Reconstruction of water treatment plant in Stara Lubovna, approx. cost USD 7,000,000

Construction of water sources in Gelnica, approx. cost USD 15,000,000

[Bratislava Water Company, joint-stock company, Bratislava:](#)

Draining wastewater in the Danubian Part of Bratislava

Expansion of water treatment plants in Vrakuňa and Petržalka

Draining wastewater from the districts of Prievoz and Podunajské Biskupice

Water Supply for Malacky – Kúty

Expansion and intensification of water treatment plant Hamuliakovo

Wastewater drainage at Senec region

Reconstruction of the main water supply Podunajské Biskupice – Bernolákovo

Reconstruction of the main water supply Bernolákovo – Grinava

Construction of water supply in Rača – Grinava

[Trnava Water Company, joint-stock company, Piešťany:](#)

Expansion of Sewage network in Trnava

Expansion of Sewage network in Piestany

Expansion of Sewage network in Hlohovec

[Trenčín Sewage and Water Works, joint-stock company, Trenčín](#)

Expansion and intensification of water treatment plant Trenčin

Expansion and intensification of water treatment plant Nove Mesto

Expansion and intensification of water treatment plant Trencianska Tepla

Construction of main water supply in Očkov, Pobedím and Podolie

[North Slovakia Sewage and Water Works, joint-stock company, Tilina](#)

Construction of water treatment plants in Dolne Kysuce, Stredne Kysuce and Bytca

[Orava Water Company, joint-stock company, Dolný Kubín](#)

Draining wastewater in Chlebnice, Dlhá nad Oravou and Sedliacka Dubová

Draining wastewater in Ťaškov, Párnica, Oravská Poruba and Veličná

[Ružomberok Water Company, joint-stock company, Ružomberok](#)

Construction of water treatment plants in Liptovská Teplá and Liptovské Sliache

Construction of water treatment plants in Liptovská Lúžna, Liptovská Osada, Liptovské Revúce

[Central Slovakia Water Company, joint-stock company, Banská Bystrica](#)

Water supply for Brusno, Podhorska Polhora, Mojin, Duzava and Velky Krtis - South
 II and III pressure level water supply for Banska Stiavnica – Stefultov
 Construction of water treatment plants in Halic and Divin

ISPA/Cohesion projects:

Construction of water treatment plant in Banska Bystrica Reconstruction of water treatment plant in Zvolen

Report Source:

-Name: Slovakia: Opportunities in Water Treatment

-Date: May 2008

- Web link: http://www.buyusainfo.net/docs/x_2570449.pdf

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Belgium:

Project Brief: One of the principle pollutants of concern in Belgium now is dust. EU approved new rules to directly attack the health and pollution issues created by particulates. This new directive, the Ambient Air Quality Directive, will replace existing air pollution directives. The method of approach will focus on reduction in the use of sources of particulates and low-level ozone, the most dangerous of which come from diesel car exhaust. Technologies that help to radically improve the nature of diesel exhaust will be in demand as a result of this new emphasis on particulates.

Buyers: The key to accessing the Belgian market is through partnerships and joint ventures with Belgium business partners. This is key since much of the air pollution control market will be direct sales. American companies and their distributors, representatives and agents should stay abreast of EU tenders as they may reveal important information about future supplies and equipment needs. All EU tenders can be tracked by country at <http://www.buyusa.gov/europeanunion> to private firms to ensure their compliance.

Project Value: N/A

Best U.S Sales Opportunities:

- Gas analyzers, gas separation equipment and gas meters
- Dust collection and purification devices
- Air emission monitors and analytical devices
- Alarm and emission warning devices
- Filtering and purification devices
- Gas sample preparation equipment
- Effective diesel fuel strategies, equipment, and technologies

Report Source:

-Name: The Air Pollution Control Market: Belgium

-Date: June 2008

- Web link: http://www.buyusainfo.net/docs/x_9302239.pdf

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Austria:

Project Brief: Austria is rich in water resources, due to the fortunate combination of sufficient precipitation, significant feeding rivers, a moderate climate and a history of effective water management that reaches back into the previous century.

Timetable: N/A

Buyers:

Project Value: N/A

Best U.S Sales Opportunities:

- Systems and software for electronically recording water distribution registries.
- Energy efficient water pumps
- Equipment for water pipe repair (no dig)
- Testing and monitoring equipment
- Equipment for sewer canal monitoring and diagnostics
- Equipment for sewer canal repair (no dig)
- Testing and Monitoring equipment
- Centrifuges

Source Report:

-Name: Austria: Municipal Water and Waste Water Management

-Date: May 2008

-Web link: http://www.buyusainfo.net/docs/x_1380433.pdf

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Greece:

Project Brief: The environment is one of most important issues of this decade in Greece. The Greek market for environmental equipment and services is expected to far outstrip local capacity during the next years. Although, according to European Union (EU) statistics, Greece has one of the poorest records on tackling environmental problems in the EU, the Greek Government's efforts to improve environmental quality are impressive..

Timetable: 2007-2013

Buyers: Greek Ministry of Environment

Project Value: \$6.3 billion

Best U.S Sales Opportunities:

- Innovative technologies for the development and operation of waste management and recycling facilities
- Innovative technologies for treatment and disposal of hazardous and medical waste
- New technologies to create valuable end-products from any form of waste
- Composting equipment
- Water and waste water treatment technologies, aeration and purification systems
- Air and sea pollution products
- Technologies that convert energy from olive waste (Greece is one of the major olive producers in the world).

Report Source:

-Name: Greece: Environmental Engineering Services Briefing

-Date: May 2008

- Web link: http://www.buyusainfo.net/docs/x_4754711.pdf

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Ukraine:

Project Brief: The share of recycled materials in the total consumption of raw materials in Ukraine is steadily rising. The total amounts and the percentage of recovered and recycled wastes are increasing. The need for waste processing, recycling and utilization equipment is growing. Introduction of new technologies in waste recycling is very important. The development of the market is hampered by the lack of funding for waste management projects. Demand is growing for new waste-to-energy technologies.

Timetable: N/A

Buyers: Municipal and private companies provide waste collection and transportation services. Municipal landfills are often operated by private companies. Most recycling companies are private. A network of centers for collecting and sorting waste paper, glass and other recyclable materials is growing, which will promote recycling practices in Ukraine. It will help the country solve its problem of waste recovery.

Project Value: N/A

Best U.S Sales Opportunities:

-The best sales prospects for equipment include: waste separation/sorting equipment, on-site gasifiers for biomass, material reduction equipment, test/analyzing labware.

-The highest demand is for the following technologies: construction debris recycling, waste-to-energy, recycling of tires, waste fuel recycling, medical waste recycling..

Report Source:

-**Name:** Ukraine: Solid Domestic Waste Treatment

-**Date:** April 2008

- **Web link:** http://www.buyusainfo.net/docs/x_3191275.pdf

CS Contact:

Ministry of Economy of Ukraine: <http://www.me.gov.ua>

Ministry for Environmental Protection of Ukraine: <http://www.menr.gov.ua>

State Customs Service of Ukraine: <http://www.customs.gov.ua>

State Committee of Ukraine for Technical Regulation and Consumer Policy:

<http://www.dssu.gov.ua/control/en/index>

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Hungary:**Project Brief:**

1. Implementation of the New Vásárhelyi Plan objectives:

Rehabilitation of water transportation in the main riverbed of Tisza valley will continue with flood plain regulation, building a flood-reservoir system, strengthening critical sections in the Tisza valley flood prevention system, rehabilitating a flood-plain water system and developing landscape management systems.

2. Flood Protection Development of the Danube: Improving protection along valuable, densely populated segments and low-lying areas currently without flood prevention works.

3. Development of Other Flood Protection Lines: Development of state-owned flood prevention works

4. Development of Municipal Owned Flood Protection Lines

5. Complex River Catchment Development: Preparation and implementation of the necessary actions to protect water quality in lakes include construction or improvement of filtering meadows, reservoirs, alluvial deposit catchers from incoming rivers for reducing nutrient pollution; reconstruction of flood protection works; research activities connected with lake regulation and reed management; safe drainage of excess water; aesthetic appearance of inland areas and ecological preservation

Timetable: N/A

Buyers: National Development Agency www.nfu.hu, Development Directorate www.fi.kvvm.hu, Central Directorate for Environment and Water and 12 local Directorates www.ovf.hu

Project Value: \$1 billion

Best U.S Sales Opportunities: Eight large tenders being prepared for construction and engineering projects, Four are for the Tisza, three flood-reservoir systems, one rehabilitation of flood protection.

Report Source:

-Name: Hungary: Flood Management

-Date: March 2008

- Web link: http://www.buyusainfo.net/docs/x_6068946.pdf

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Hungary:

Project Brief: Hungarian companies seek efficient and innovative U.S. technologies in waste recycling, waste-to-energy and renewable energy.

Timetable: Present- 2015

Buyers: Major collection companies: Okopannon and OkoPack for packaging materials, Electro-Coord and Okomat for WEEE (Waste Electronic and Electric Equipment), Hungakku and Re'lem for battery recycling, Oko-Gum and Car-Rec for End-of-vehicle and tire recycling.

Project Value: N/A

Best U.S Sales Opportunities: Packaging wastes (paper, glass, plastic, metal), disposal and recycling of electric and electronic equipment (WEEE), batteries and accumulators, and motor vehicles and tires.

Report Source:

-Name: Hungary: Recycling Market

-Date: February 2008

- Web link: http://www.buyusainfo.net/docs/x_4711477.pdf

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Finland:

Project Brief: New information on the adverse health effects of fine particles, and measures introduced to reduce exposure to them, is likely to create new market potential for ventilation systems and air filtering in Finland. In addition, the market for measurement instruments of indoor air quality offers market opportunities for U.S. manufacturers

Timetable: 2004-2010

Buyers: Public and private organizations

Project Value: N/A

Best U.S Sales Opportunities: Filters used in ventilation systems and air terminal devices, room air cleaners, and supply and exhaust ventilation systems, creative personal ventilation systems, the most promising air distribution methods for reducing exposure to fine particles and supplying fresh air directly to workstations in office environments

Report Source:

-Name: Finland: Indoor Air Quality

-Date: September 2007

- Web link: http://www.buyusainfo.net/docs/x_8805728.pdf

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Middle East:

United Arab Emirate:

Project Brief: The UAE has a developing health care system, and comprehensive health programs are being adopted to meet the needs of the UAE society. Health care infrastructure has kept pace with other health care developments to ensure that adequate services are provided in the Emirates. Both the Government and private sector expansion and upgrades are ongoing.

Timetable: N/A

Buyers: UAE government is in the process of privatizing most of its public services or operating in a public/private partnership. Prospective buyers, therefore, are the different municipalities and private local and international investors in the sector.

Project Value: N/A

Best U.S Sales Opportunities: Medical waste services

Report Source:

-Name: United Arab Emirates: Medical Waste Management Market Research

-Date: November 2007

- Web link: http://www.buyusainfo.net/docs/x_8807970.pdf

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Turkey:

Project Brief: Turkey has adopted a new environmental law to initiate the harmonization of its environmental regulations with EU standards

Timetable: Expected completion by 2024

Buyers: Ministry of Environment and Forestry, local municipalities, Organized Industrial Zones, textile industry, cement industry, Iron/steel industry, chemicals industry, food processing industry, automotive industry

Project Value: €70.5 billion.

Best U.S Sales Opportunities: Water pumps/filters/pollution control equipment (Turkey has a strong pumps and valves manufacturing base; high-end products could have a better chance in the market), SCADA systems, Design and operation of water/wastewater plants, Sludge treatment technologies, Leakage detection systems, Reverse osmosis, Membrane technology, Industrial wastewater remediation systems, and Metering devices

Report Source:

-Name: Turkey: Water and Waste Water Market in Turkey

-Date: August 2007

- Web link: http://www.buyusainfo.net/docs/x_1430409.pdf

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Turkey:

Project Brief: The World Bank has opened a loan of \$322 million to Istanbul's Metropolitan Municipality to be utilized in the "Istanbul Metropolitan Municipality Infrastructure Project (IMMIP)". This loan will finance projects like solid waste management, pilot urban transformation, and reinforcement of buildings and infrastructure of Istanbul against earthquakes.

Timetable: N/A

Buyers: Istanbul's Metropolitan Municipality.

Project Value: \$322 million

Best U.S Sales Opportunities:**-Solid waste management services:**

The 'solid waste' related portion of the project will be used to close areas where urban solid waste is collected without any control, and to strengthen solid waste services delivered to the public.

-Reinforcement of buildings and infrastructure of Istanbul against a possible

earthquake and enhancement of urban disaster management capacity: As the city is on a major earthquake fault line, risk assessment of some of the vital buildings and infrastructure of the city have been in progress for some years now. Part of the loan will be used to finance projects to assess risks associated with vital government buildings and municipal infrastructure in the event of a major earthquake, and prioritize investments in accordance with the results derived from this risk assessment.

-Pilot Urban Transformation Project:

Some parts of Istanbul need to be totally transformed in order to provide more developed services to their populations. The IMMIP will finance a pilot program through which feasibility studies will be run on urban transformation, municipal buildings will be rehabilitated and/or constructed, fire department services will be strengthened, and emergency housing will be improved.

Project Management: This component of the loan will cover internal training for the staff of the Municipality. It will provide expertise in the development of feasibility studies and in major project planning and implementation.

Report Source:

-Name: Turkey: Loan of \$322 million by the World Bank

-Date: July 2007

- Web link: http://www.buyusainfo.net/docs/x_9088251.pdf

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Saudi Arabia:

Project Brief: There is an urgent need to increase water and power capacity in order to keep up with a growing population and urbanization trend. Huge capital investment is needed over the next 15 years to supply the present and future demand for water services. The Saudi government is in the process of evaluating alternative approaches to privatizing water sector, which is heavily subsidized at present.

Timetable: Completed by 2022

Buyers: Saudi Government

Project Value: \$130 billion

Best U.S Sales Opportunities: The water sector in Saudi Arabia is bound for huge investments and growth. The Saudi government has already committed to build a number of desalination plants as well as to open up the sector to private investors. As previously indicated, the following are the major projects in the water sector:

- To build or expand 15 desalination plants;
- The construction of a 15 new water distribution network.
- The expansion of wastewater treatment plants In Jeddah, Riyadh, and Dammam.
- Two more economic cities will be built in the Northwest of the Kingdom and in the Eastern Province.

Report Source:

-Name: Saudi Arabia: Water and Wastewater in Saudi Arabia

-Date: May 2007

- Web link: http://www.buyusainfo.net/docs/x_7748554.pdf

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Egypt:

Project Brief: Due to the growing demands on the Nile, Egypt has recognized the need to build desalination plants, modernize current plants, and offer technology in water treatment as well as promote efficient use of water resources.

Timetable: N/A

Buyers: Egyptian government, Ministry of Housing and Development, Ministry of Irrigation and Water Resources

Project Value: N/A

Best U.S Sales Opportunities: Given the government's ambitious plans in the tourism sector, there is increased demand for desalination plants and accessories, to be purchased both by the government and by the private sector.

-On the automation side, there is a need for sophisticated systems, such as SCADA billing and lab systems, to operate these facilities efficiently.

-Specialized consulting services in the areas of asset management; hydraulic modeling, and master plan development will also be required.

Report Source:

-Name: Egypt: Water Treatment in Egypt

-Date: March 2006

- Web link: http://www.buyusainfo.net/docs/x_4956036.pdf

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Latin America:

Mexico:

Project Brief: Recognizing the importance of infrastructure development to Mexico's economic development and competitiveness, in July 2007 President Felipe Calderon launched National

Infrastructure Program (NIP) to dramatically increase infrastructure investment, in energy, transportation and the environment.

Timetable: 2012.

Buyers: Federal, state and municipal sources

Project Value: Over \$141 billion

Best U.S Sales Opportunities: Mexico's NIP highlights over 300 infrastructure projects on all the sectors, from Energy (Electricity, Oil & Gas Production, Refinery, Gas and Petrochemicals), Environmental (Water Supply and Sanitation, Irrigation and Flood Control), Transportation and Basic Infrastructure (Highways, Railways, Multimodal Infrastructure, Ports, Airports, Housing, Hospitals, Schools), Telecommunications (Optical Fiber, Transmission Towers, etc), Security (Military, Navy, Air Force, Customs, Treasury, etc) and Tourism (Resorts, Hotels, Retirement Developments).

Report Source:

-Name: Mexico Infrastructures Projects Report: Environmental Sector

-Date: April 2008

- Web link: http://www.buyusainfo.net/docs/x_6788515.pdf

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Mexico:

Project Brief: Opportunities for U.S. firms to sell to the maquiladora industry in the Baja California region of Mexico..

Timetable: N/A

Buyers: • Sanyo (Refrigerators, TV Components, Video Components, Batteries);

• Sony (TV Sets, Stereos, CPU monitors);

• Pioneer (Automobile Speakers);

• Samsung (Automobile Speakers, cellular phones, CPU, TV Sets);

• International Rectifiers (Electronic Components - semiconductors);

• JVC (TV Assembly);

• Hitachi (TV Sets, TV Chassis, TV Cabinets, Computer Monitors);

• Plantronics (Headphone sets);

• Sharp (TV Sets, Liquid Crystal Display Screens, Vacuum Cleaners);

• Panasonic (TV sets, TV Tuners, TV Chassis, PC monitors, telephones, batteries and electronic components

• Tyco (Medical Disposable Products, Plastic);

• Bose (Car Speakers);

• Hyundai (Truck Chassis and Containers).

Project Value: N/A

Best U.S Sales Opportunities:

1. Subcategory for the Plastic sector:

• Molded pieces (in general)

• Molded pieces of high precision

• Hoses/pipes/tubes and other extruded materials

• Blow molding (manufactured pieces)

• Thermo formatted pieces

• Roto-molded manufactured pieces (rotational molding)

• Plastic films (flexible and rigid)

• Plastic coverings of other materials (wood, metal, textile)

- Rubber pieces
- Plastics related with upholstery and trimmings
- Fiber glass pieces
- Fiber coal pieces
- Pieces of other composed materials
- Foam pieces (not used for packaging)
- Raw material and additives
- Other plastic supplies

2. Subcategories for the Metal Mechanic sector:

- Production of manufactured pieces
- Stamping die manufactured pieces
- Rolled steel manufactured pieces
- Melted manufactured pieces
- Coverings and finishes (anodized, chromo-plated, painted, etc.)
- Manufacturing and maintenance of moulds, die grinders and dies
- Manufactured stamped, plated, metallic pieces of light caliber
- Manufactured stamped, plated, metallic pieces of thick caliber
- Manufacturing of metallic structures
- Thermal treatment of metals
- Raw metallic materials and accessories.
- Other metal mechanic supplies.

3. Subcategories for the Electronic sector

- Passive components
- Active components
- Control instrumentation
- Fiber optic
- Electromechanical components
- Harnesses and Connectors
- Printed circuit board (PCB) assembly
- Electronic assembly services
- Sensors
- Light bulbs and lamps
- Cable and wire
- Accumulators (batteries)
- Equipment and tools used in electronic process
- Other electronic supplies

4. Subcategories for the Packaging sector:

- Corrugated cardboard (boxes, partitions, others)
- Flat cardboard (straight, printed, color selected)
- Bags and films for packaging
- Tags and labels
- Packaging complements: handbooks, bulletins, others paper products, etc.
- Platforms and rigid containers
- Foam materials used for packaging
- Bubble packaging and similar materials
- Other packaging supplies

5. Subcategories for the Software sector:

- Development of administrative applications
- Development of process control applications
- Development of product integrated applications

- Consulting service in software (development and implementation)
- Training software
- Other products and software services.

6. Categories for the Specialized Service sector:

- Certification of products, processes and companies
- Manufacturing plant services (maintenance, repair, others)
- Integrated logistics / Exterior Commerce
- Sterilizing/clean rooms services
- Automation of process services
- Graphic designing
- Product designing (engineering)
- Inspection and testing
- Calibration services
- Laboratory services
- Training and specialized technique consulting
- Translation of technical documentation
- Industrial printing
- Treatment of industrial residues
- Other specialized services

Report Source:

-Name: Mexico: Selling to the Maquiladora Industry in Baja California

-Date: December 2007

- Web link: http://www.buyusainfo.net/docs/x_1065053.pdf

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Chile:

Project Brief: With the current level of economic development and population growth, a healthy environment has become a greater concern of the Chilean government and society as a whole. In 2008, new legislation is expected to create both an Environmental Ministry and a Superintendence to oversee compliance with environmental legislation. This will probably force companies to invest more in environmental technologies in the coming years.

Timetable: N/A

Buyers:

Air: The Santiago Metropolitan Region's Public Health Authority (SEREMI) regulates industry emissions and has the authority to close down operations temporarily (24 hours) when air quality is particularly poor. For this reason, many industry members should be very interested in filtering systems for their chimneys or other environmentally friendly products and services. A list of these companies can be found at the following link: <http://www.seremisaludrm.cl/sitio/pag/aire/indexjs3airemainff.asp>.

Water: Aguas Andinas is majority owned by the consortium Inversiones Aguas Metropolitanas, in which the Agbar Group (Spain) and the Suez Group (France) each have a 50% share. In 2006, the Chilean investment fund Southern Cross bought German-UK group RWE Thames Water. This group included stakes in Chilean water utilities Essbio, Essel, and Aguas Nuevo Sur Maule. The Chilean Solari group, together with Spanish groups Acciona and Canal Isabel II, operate water concessions in Regions I, IX, and XII through the holding company Aguas Nuevas

Solid Waste:

Multiaseo S. A www.multiaseo.cl dangerous and flammable industrial waste

Resiter www.resiter.cl dangerous/toxic industrial solid waste

Mr. Rooter (Disal) www.disal.cl dangerous industrial waste

Transportes Lonquen www.transporteslonquen.cl dangerous/toxic industrial solid waste

Project Value: N/A

Best U.S Sales Opportunities:Air:

-Systems to monitor particulate material

-Air filters for: Industrial, commercial, and institutional buildings, Not only capturing, but also killing microorganisms, Ultra-pure environments (filters that do not emit trace compounds such as boron)

-Absorption or destruction equipment for gaseous pollutants

-Nitrogen oxide control products

-Absorption and scrubbing equipment for discharges from chemical plants, pulp mills, mining facilities, and other industrial pollution sources

-New systems using thermal destruction

-Technical services, engineering, and consulting

Solid Waste:

-Domestic or municipal solid waste: Recollection, transport, and building landfills especially outside of Santiago, Recycling of domestic solid waste has become a growing business. As of 2004, about 9% of solid waste from Santiago is recycled annually. The goal for 2010 is to increase this amount to 20%.

-Industrial hazardous solid waste: Plastic/rubber liners for disposal sites, Hazardous/hermetic storage containers and drums, Recollection and disposal of construction and mining waste

-Hospital waste, Container compressor systems or other financially viable systems, Safe waste-handling implements, Autoclave machines (vapor sterilization HS 8419.20.00) and related services

-Consulting and engineering

-Electronic waste

Water:

-Incorporation of the latest generation of preventive maintenance techniques in water treatment plants such as vibration, laser alignment, oil dialysis, etc.

-Models for the study of hydrodynamic behavior within certain processes

-Biological biosolid evaporation processes and latest generation biosolid evaporation systems

Report Source:

-Name: Chile: Environmental Technologies

-Date: August 2007

- Web link: http://www.buyusainfo.net/docs/x_3223121.pdf

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