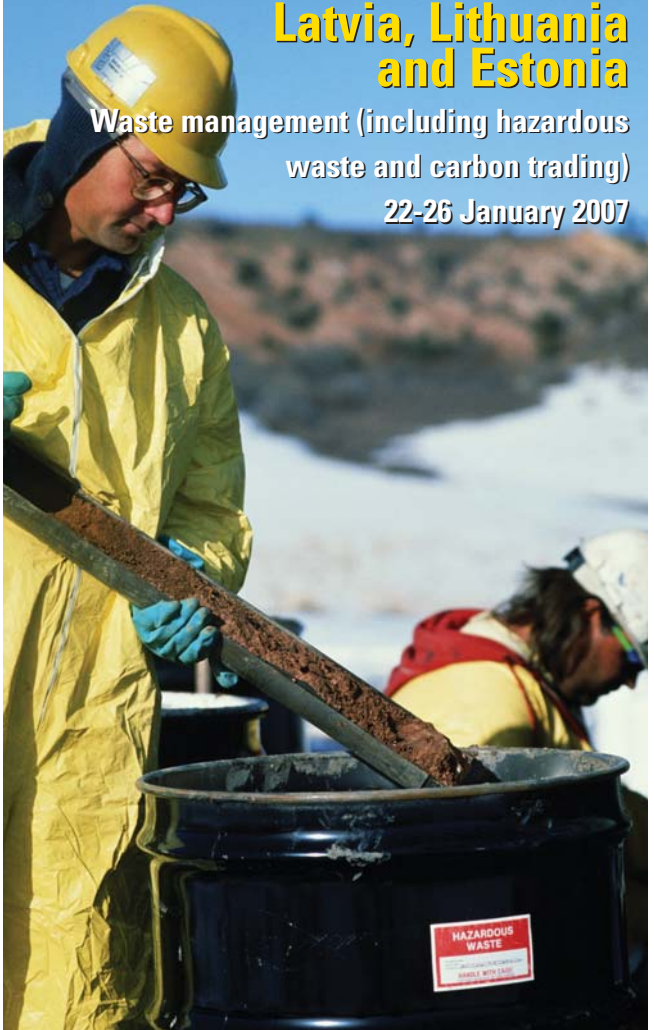




EISU Seminar Mission to Latvia, Lithuania and Estonia

Waste management (including hazardous
waste and carbon trading)

22-26 January 2007



What is the Environmental Industries Sector Unit (EISU)?

Part of UK Trade & Investment, EISU is dedicated to helping the UK environmental goods and services sector gain its share of worldwide markets. To achieve this goal EISU provides direct support to individual companies through a range of activities promoting an innovative, forward-looking and internationally-competitive industry. These activities include arranging overseas and UK-based events such as seminar missions, workshops and road shows. In addition, EISU operates a web based UK supplier database as well as publishing information about global opportunities and sources of project funding. Further information about EISU, its support and activities may be found at www.eisu.org.uk



What are the benefits of participating in a seminar mission?

- Gain access to valuable contacts and trade opportunities
- Gateway to new overseas markets giving delegates a unique opportunity to increase their international exposure
- Benefit from expert guidance, financial and logistical support
- Privileged direct access to government bodies and large organisations in overseas markets.

Seminar missions are centred on seminars or exhibitions, but also include one-to-one meetings and site visits. These missions are open to UK-based environmental companies that are new to market. Missions focus on markets where promising opportunities have been identified for UK products, services, technologies and skills in particular sectors. The missions enable delegates to both represent their sector and also promote their own organisation. On this occasion, EISU is supporting a group of UK companies specialising in waste management, that are interested in forging links with key players and potential customers in the Baltic States.

What is the market potential in Latvia, Lithuania and Estonia?

Latvia

As a relatively new member of the EU, Latvia has been bringing a number of policies and standards into line with EU practice. A National Environmental Policy Plan has been approved, which includes actions to the following areas: the development of regional solid waste management systems, the construction of hazardous waste landfill and supporting infrastructures, and the separation of waste for recycling.

Lithuania

Waste management in Lithuania causes many environmental problems, the solution of which requires significant financial resources and efforts.

The country is in the process of creating a new waste management system. All current landfills (over 800) will be closed down and 10 new regional landfills are to be constructed by 2009. Along with landfill, Lithuania

is also planning to create a household waste incineration system, which will offer a good opportunity for consultancy services and suppliers of equipment and technologies (specifically leakage treatment systems for landfills).

Estonia

Estonia has a vast amount of hazardous waste, generated in the North East by enterprises mining oil shale, large oil shale fired powerplants and those producing shale oil.

Estonia currently lacks the technology to ensure the safe handling of hazardous waste including; halogens (including halogenated waste oil) and pesticide waste.

Long term consultancy is required for local authorities and the Ministry of Environment, as well as technical solutions for domestic waste management.

Provisional Event Programme

Mon 22 Jan	AM – Travel to Latvia PM – Embassy Briefing
Tues 23 Jan	AM – Seminar and one-to-one meetings PM – Travel to Lithuania
Wed 24 Jan	AM – Seminar and one-to-one meetings PM – Group visits to local companies
Thur 25 Jan	AM – Travel to Estonia PM – one-to-one meetings
Fri 26 Jan	AM – Seminar PM – Return to the UK

What funding and support will you receive as a delegate?

- EISU sponsorship for each delegate comprises a return economy-class air ticket, a welcome dinner and all in-country group transport. All other costs, such as hotel accommodation, subsistence and any individual in-country transfers, are to be met by the delegate.
- EISU provides a comprehensive package of practical support from logistics to liaison via a dedicated EISU Seminar Mission Manager.



What are your responsibilities as a delegate?

- Give a presentation at one or more seminars during the mission, providing a balanced view of your sector of the industry
- Participate in follow-on networking activity, official meetings, company visits and receptions
- Attend a pre-mission briefing at a central location in the UK.
- Provide a presentation with no more than 20 slides, four weeks before departure
- Provide a profile of your company and a photograph for the seminar mission brochure four weeks before departure
- Complete feedback questionnaires within one week, and six and 12 months after returning from the seminar mission
- Attend an in-market debrief meeting at the end of the mission

Delegates can also promote their own company's products and services at informal networking functions and individual business meetings.

What should you do next?

If you would like to...

- Act as an 'ambassador' for your sector
- Establish contact with key players and policy makers
- Explore new market opportunities in Latvia, Lithuania and Estonia
- Promote your company's capabilities
- Benefit from financial and logistical support

...contact EISU Seminar Mission Manager, Robyn McCafferty, who will be happy to answer any questions you may have.

Tel: +44 (0)1664 480076

E-mail: eisu@pera.com

Once you have been accepted for this Seminar Mission you will receive a letter confirming your participation and enclosing full terms and conditions. Closer to the mission's departure, you will receive a comprehensive delegate pack containing accommodation and itinerary details.





This service is provided by UK Trade & Investment:

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For further information about EISU please visit: www.eisu.org.uk

EISU Seminar Missions are managed by Pera on behalf of UK Trade & Investment