

EISU Seminar Mission to Colombia, Ecuador and Peru

**Waste management, water and
waste water treatment,
and contaminated land remediation
3-14 March 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, water and waste water treatment, and contaminated land remediation that are interested in forging links with key players and potential customers in Colombia, Ecuador and Peru.

What is the market potential in Colombia, Ecuador and Peru?

The vast manufacturing and industrial activity currently taking place in Latin America has given rise to increasing environmental challenges for countries such as Colombia, Ecuador and Peru with emphasis on waste management and including water & waste water treatment and contaminated land remediation.

New public and private sector cooperation to address these issues is providing opportunities for UK companies that specialise in technologies or services for waste management including: CDM from landfills; waste minimisation; waste and waste by-product utilisation; increased recycling; defining and implementing technically and

economically sound methods for final waste disposals; recycling; and hazardous waste.

For water and waste water, opportunities exist in: treatment and recycling for water contaminated by industrial chemicals and other toxic substances; contaminated water from mining; used oil; pesticides; sewage; and marine pollution.

For contaminated land remediation, opportunities exist in: remediation of old mining sites (mercury and heavy metals pollution control services); remediation of oil production sites; and equipment for monitoring environmental standards.

Provisional Programme

Sat 3/Sun 4 Mar 07	Arrive in Bogota, Colombia
Mon 5 Mar 07	Seminar and partner meetings/site visits
Tues 6 Mar 07	Seminar and partner meetings/site visits
Wed 7 Mar 07	Travel from Bogota to Quito, Ecuador
Thurs 8 Mar 07	Seminar and partner meetings/site visits
Fri 9 Mar 07	Seminar and partner meetings/site visits
Sat 10/Sun 11 Mar 07	Travel from Quito to Lima, Peru
Mon 12 Mar 07	Meetings
Tues 13 Mar 07	Seminar
Wed 14 Mar 07	Leave Lima for UK

What funding and support will you receive as a delegate?

- EISU sponsorship for each delegate provisionally comprises accommodation on a bed and breakfast basis, a welcome dinner and all in-country group transport. Other costs, such as flights, 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 Colombia, Ecuador and Peru
- Promote your company's capabilities
- Benefit from financial and logistical support

...contact EISU Seminar Mission Manager, Liselot Eckhardt, 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.

Prior to departure we will send you a comprehensive delegate pack containing accommodation and itinerary details.





This service is provided by UK Trade & Investment:

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In partnership with Pera

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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