



EISU Seminar Mission to Turkey

Hazardous and clinical
waste management
4-8 December 2006



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 hazardous and clinical waste management, that are interested in forging links with key players and potential customers in Turkey.

What is the market potential in Turkey?

Rapid urbanisation and Turkey's plans to join the European Union have led to a greater demand for environmentally safe disposal. Along with other EU membership requirements, harmonisation with EU environmental directives is a priority issue for Turkey to ensure that there are no delays to its accession date.

Turkey has an industrial solid waste stock estimated to be 20 million tons per annum, of which 5.6 million tons are hazardous waste. Industrial solid waste is stored in waste disposal dumps and mixed with municipal waste in landfill sites. This indicates that most hazardous wastes are handled inappropriately by the industrial sector, which needs to be rectified to bring Turkey in line

with current legislation. There is only one licensed hazardous waste disposal facility in Turkey, and preliminary studies indicate that at least four more hazardous waste disposal facilities (raising the total capacity to 200,000 tons/year) are required at high-density industrial regions of Turkey.

Clinical waste is estimated at around 115,000 tons/year, with the principal disposal method being incineration. Due to the high operational cost of incineration plants, it is believed that most clinical waste gets mixed with municipal refuse. This is obviously not an ideal situation and demands a more economically feasible method of disposal.

Provisional Programme

Mon 4 Dec:	Depart UK for Ankara Team briefing and welcome dinner
Tues 5 Dec:	AM – Seminar PM – One-to-one meetings
Wed 6 Dec:	Group programme
Thurs 7 Dec:	AM – Travel to Istanbul PM – Seminar
Fri 8 Dec:	AM – Follow-up meetings PM – Depart for the UK

What funding and support will you receive as a delegate?

- EISU sponsorship for each delegate provisionally comprises a return economy flight, a welcome dinner and all in-country group transport. Other costs, such as 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 Turkey
- Promote your company's capabilities
- Benefit from financial and logistical support

...contact EISU Seminar Mission Manager, Mirelle Ball, 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:

Garry Poole
Project Manager
Environmental Industries Sector Unit
Tel: +44 (0)20 7215 4650
Fax: +44 (0)20 7215 4288
E-mail: garry.poole@uktradeinvest.gov.uk

In partnership with Pera

Mirelle Ball
Seminar Mission Manager
Pera
Pera Innovation Park
Melton Mowbray
Leicestershire
LE13 0PB
Tel: +44 (0)1664 480076
Fax: +44 (0)1664 501261
E-mail: eisu@pera.com

Overseas Contact

Mesrutiyet Caddesi No 34
Tepebasi Beyoglu 33435
Istanbul
Turkey
Tel: +90 212 334 6400
Fax: +90 212 334 6401
E-mail: ahmet.alp@fco.gov.uk

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

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