



Pollutech International Limited

"Discover El Dorado"

Richard Laughton
President, Pollutech International Limited

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Who are we?

- An international environmental firm
- A Halton company since 1969
- Leaders in new environmental approaches
- Canada's environmental team builder
- An "integrated response" provider
- A leading "Sustainable Development" solution provider to developing countries

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Pollutech's Goals & Objectives

- To be a world leader in environmental management and be "Canadian".
- Provide high quality at a reasonable price with a payback greater than the cost.
- To build teams that provide Canadian's an opportunity to compete globally.
- To respond internationally in 72 hours.

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International Experience

- Germany 1984 – recognized marine test facility
- Nicaragua 1989 – international rapid response
- Spain 1992 – OIC Barcelona Olympics
- Turkey 1993 – CIDA-INC and tourism
- Korea 1993 – SOS, we have solutions "fast"
- Hong Kong 1994 – textile world leaders
- Latin America 1997 – project finance begins
- Italy 2001 – site inspections & legal support

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Latin America Experience

- Nicaragua – distillery waste management
- Costa Rica – stormwater risk assessment
- Uruguay – drinking water contamination
- Chile – air and wastewater in industry
- Mexico – save the tequila industry
- Argentina – P2 plans for new industries
- Venezuela – wastewater and legal support

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What are the Options

- Provide services only and stay small
- Build teams and expand the projects
- Add financing and “conquer the world”
- Be a leader not a follower
- Share your knowledge “Team Canada”
<http://www.pollutech.com/projectfinance/>

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Your "Team Canada" Partners

- Canada's Trade Commissioner Service at DFAIT
- Ontario's "Ontario Exports Inc." (OEI)
- Industry Canada – SCI, EAB, PEMD, CENSOL
- CIDA INC – technical study development
- Export Development Corporation (EDC)
- Canadian Commercial Corporation (CCC)
- CME, CEIA, ONEIA

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Project Finance

- Understand the needs of the client
- Expand on your offer "bring money"
- Learn who can be financed first
- Use national and international sources
- Build "finance packages" that work
- Get to know the teams at DFAIT, OLIFI, CIDA, EDC, CCC

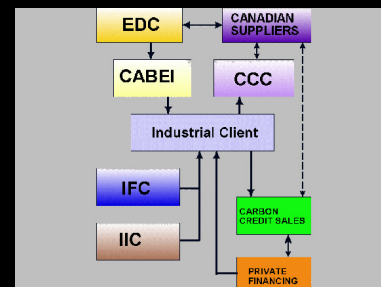
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*Thanks for participating & good
luck with your strategy!*

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