

# TODAY'S BUSINESS

## Pollutech International Limited

# Oakville-based company wins U.S. contract

Pollutech International Limited recently won a contract with the North American Development Bank (NADB) for a project to reduce environmental emissions at a Texas sugar processing facility, thanks to a timely lead from the Canadian consulate in Dallas. Pollutech specializes in the management and financial analysis of international projects in the fields of environmental engineering, chemistry and biology. Active in more than a dozen countries, the Oakville-based company maintains close contact with Trade Commissioner Service (TCS) staff worldwide. "We routinely send emails to the TCS to advise them of the types of projects we are interested in and to obtain feedback about opportunities that have been brought to our attention," says Richard Laughton, company president.

When George Shannon, Consul and Senior Trade Commissioner at the Canadian consulate in Dallas, heard that the NADB was looking for an environmental consultant, Pollutech immediately came to mind, as he knew of the company's similar experience in Nicaragua. "George wasted

no time in passing the ball to us; we grabbed it and ran," says Laughton. When asked what made landing the contract possible, Laughton does not hesitate to credit the TCS. "Our hats are off to the incredible effort they put forth," he says. "But this is only one instance of how the TCS has

contributed to our international growth. Trade officers are there to help and to promote Canadians who offer services to international clients. Where else can you find sales people that you have already paid for through your taxes?"

Laughton also cites the

importance of participating in trade missions, getting listed on the many databases available, such as WIN Exports, and being a member of trade associations. "However, it is the interaction that results from joining these organizations that is the real key to success," suggests Laughton.

"For Pollutech, this type of networking has led not only to places on many international teams bidding on projects, but also to opportunities in Canada."