

Department of Foreign Affairs
and International Trade



Ministère des Affaires étrangères
et du Commerce international

Jeff Tracey
Market Support Division (TCM)

September 6, 2002

UNCLASSIFIED

Ontario Ministry of Environment & Energy
c/o Shared Services Bureau
700 University Avenue, 6th Floor
Toronto ON M7A 2S4

RE: Reference Letter for Pollutech International Environmental Consultants.

Dear Sir or Madam:

I would like to express my sincere appreciation in working with Pollutech International Environmental Consultants (Pollutech). Our Department has worked with Pollutech over the past several years, in assisting the Canadian environmental industry, as a whole, increase international exports.

Pollutech has an excellent grasp of the state of the environmental industry in Canada (and internationally) at any one time. They have been diligent in working with DFAIT's Trade Commissioner Service in the provision of key environmental market information including, technical assistance, and support and understanding of the overall Canadian private sector interests.

I have worked closely with Richard Laughton and Pollutech in development of a key federal initiative for the environment sector called the Project Finance Cluster. This interdepartmental committee, chaired by Pollutech's Laughton, is designed to assist Canadian industry in understanding the collaborative assistance provided by several key government departments, in particular, identification of financing for international project development.

As the Co-Chair of the Canadian Environment Industry Association (CEIA), Mr. Laughton has been successful in coordination and administration of CEIA's Program for Export Market Development, a Trade Association funding program to assist in international business development for the Canadian environmental industry.

I therefore strongly support Pollutech and would be pleased to provide additional information if requested.

Sincerely yours,

A handwritten signature in black ink that reads "Jeffrey Tracey".

Jeffrey Tracey
Trade Commissioner,
ICT, Environment and Geomatics