



Newfoundland and Labrador
Environmental Industry
Association

Building the Business of the Environment

FOR IMMEDIATE RELEASE

June 28, 2006

**NEIA Mission to Labrador West:
Business Development Success for Province's Environment Industry**

St. John's, NL, Canada – June 28, 2006 – The Newfoundland and Labrador Environmental Industry Association (NEIA) is delighted to report that its recent Business Development Mission to Labrador West was a tremendous success.

NEIA lead a delegation of 11 companies to Labrador City, where the delegates received a warm welcome from the Hyron Regional Economic Development Corporation of Labrador, NEIA's local partner in this event. The two-day mission was an opportunity to bring together representatives from the province's environment industry with the region's natural resource companies and municipal bodies. By combining one-on-one meetings and networking events with discussion on the challenges of waste management and air quality in Labrador, the mission achieved its two primary objectives: (1) to start a dialogue between stakeholders in the sustainable management of Labrador's natural resources; and (2) to build and renew business relationships between NEIA's environmental firms and senior management and procurement personnel from the Iron Ore Company of Canada (IOC), Wabush Mines, and the towns of Labrador City and Wabush.

NEIA delegates represented a diverse cross-section of the province's environment industry, ranging from small businesses providing niche environmental technologies, to home-grown engineering and environmental consultancy firms, to local offices of large, multinational environmental engineering companies. See attached backgrounder for a profile of NEIA companies in attendance.

Mission Highlights

Day 1 began with a lively panel discussion on the province's approach to waste management in general and possible solutions to waste management in Labrador in particular. The panel was comprised of Derrick Maddocks (Department of Environment and Conservation), Charlie Riggs (AMEC Earth & Environmental) and Jeff Boland (Town of Labrador City). The evening featured a networking reception at Menihok Nordic Ski Chalet – an agenda highlight by all accounts.

A breakfast networking session on Day 2 allowed NEIA and Hyron delegates to continue building on relationships formed during the previous day. This was followed by a panel discussion on air quality management, an increasingly critical issue given industrial development in Labrador. Ravi Mahabir of Golder Associates brought insight into how other jurisdictions have coped with growing air emissions.

During a luncheon keynote address, Mayor Graham Letto of Labrador City brought warm greetings to the NEIA delegation on behalf of the town, and elaborated on the town's desired approach to regional waste

management. Day 2 culminated in a series of one-on-one meetings between NEIA delegates and procurement personnel from the mining companies and municipalities. Before returning home, NEIA delegates were treated to a tour of IOC's mining operations – a “must see” in the words of one delegate.

Mission Accomplishments

Based on overwhelmingly positive feedback from delegates, NEIA is confident in saying that its mission to Labrador West was a huge success.

Dobbin Freezotech – one of NEIA's newest members – is an Industrial Energy Management company specializing in refrigeration systems that reduce energy costs and Greenhouse Gas (GHG) emissions. Wayne Dobbin, President of Freezotech, “expect[s] to generate sales” as a direct result of this mission.

Lee Parmiter, President of EnviroMed Detection Services, described the mission's value in terms of new opportunities created with both current and potential clients. Parmiter, whose company specializes in hazardous gas detection equipment, expressed great satisfaction with “the level of contacts arranged by Hyron and NEIA.”

Bill Butler is Atlantic Canada's Master Distributor for Filtakleen 'Oil By-Pass' filtration systems: “For me it was an ‘eye opener’, an opportunity to see what market potential for Filtakleen exists in the region.... Now industry and environment personnel are aware of the product and understand how it would dramatically improve their current ISO 14001 record.”

For some delegates, like Bevin LeDrew of Sikumiut Environmental Management, the opportunity to forge greater bonds with “potential partners from the environment sector” was just as valuable as the meetings with the mining companies and municipal governments.

“Undoubtedly, that is one of the most undersold benefits of these kinds of business development missions,” says Bonnie Andrews, NEIA's Executive Director. “Given the small size of many of our environmental firms, large projects often only become a reality if they partner, bringing a complementary set of capabilities to the venture. After spending two very full days together, those 11 firms walked away with a much better understanding of each other's expertise.”

Andrews is delighted with the outcome of the mission, and notes that it will not be NEIA's last trip to Labrador. “This was an excellent avenue for speaking directly with key industry players about opportunities in one of the province's most economically vibrant regions. The mission also provided a forum to better understand the environmental challenges of natural resource development in Labrador. Our expectation is that the success of this event fosters greater cooperation and collaboration between stakeholders from the region, the province and industry.”

“NEIA looks forward to furthering relationships formed in Western Labrador, and to working with the region on future economic development and environmental initiatives,” adds Andrews.

About NEIA – With more than 150 members, the Newfoundland and Labrador Environmental Industry Association (NEIA) is a high-energy organization whose mandate is to promote the growth and development of the province's environment sector through strong leadership, advocacy, educational and training opportunities, and business development initiatives. In its interactions with government bodies, research and educational institutions, and private enterprise, NEIA acts as a common voice for member companies and organizations. Visit www.neia.org for more information.

About Hyron – Hyron's mandate is to develop and facilitate, in consultation with stakeholders, sound economic development strategies that ensure the long-term economic development and viability of the Hyron region. Core functions in the region include taking a leadership role in the development and implementation of the strategic economic plan, coordinating business development support, supporting organizations and communities,

coordinating all social and economic initiatives relating to regional economic development, and promoting public participation and community education.

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A backgrounder, profiling the NEIA companies who participated in this initiative, is attached.

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www.neia.org

BACKGROUNDER

The following companies participated in NEIA's Business Development Mission to Western Labrador:

Abydoz Environmental

Abydoz Environmental is a specialist in the wastewater treatment field. The company offers its clients one of the most advanced natural wastewater treatment technologies in the world. The Kickuth BioReactor, with over 600 installations worldwide, is a sub-surface flow engineered wetland. The systems are capable of purifying a wide variety of domestic, municipal and industrial wastewater.

The technology, patented in 30 countries, is used to treat wastewater containing municipal sewage, domestic sewage, glycol, landfill, leachate, mining runoff, agricultural runoff, stormwater, steel mill effluent, chemical plant effluent, paper plant effluent and many other industrial wastewaters.

Kickuth BioReactor systems have proven effective for significant reduction of BOD, COD, nitrogen, phosphorus, trace metals, suspended solids, pathogens, heavy metals, glycol, phosphates, dioxins, chlorinated hydrocarbons, PCBs, arsenic, and many other chemicals or man-made substances.

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AMEC Earth & Environmental

AMEC Earth & Environmental Limited is one of North America's largest full-service environmental consulting firms. The company is a wholly owned subsidiary of AMEC plc, an international engineering, construction, environment, and technology corporation. AMEC Earth & Environmental Limited employs over 5,000 people and operates over 100 offices in 20 countries. AMEC has project experience in more than 100 countries worldwide.

Areas of expertise include: environmental management, science and engineering services; geotechnical engineering; marine operations support, weather forecasting, oceanography, oil spill trajectory analysis, emergency response planning, and ice management; environmental impact assessment; geographic information systems; human environment services; and materials engineering and testing.

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Dobbin Freezeteq

Dobbin Freezeteq Ltd. is an Industrial Energy Management company specializing in industrial refrigeration systems. We deliver products and services that help our customers reduce energy costs, improve production processes, increase profitability and reduce Greenhouse Gas Emissions (GHGs). Dobbin Freezeteq is registered as an energy management services company with Natural Resources Canada (NRCan).

Freezeteq products and services include:

- Industrial energy audits (supported by NRCan)
- Environmentally-friendly, energy-efficient CO2 refrigeration systems
- Supply and installation of industrial heat recovery systems
- Supply and installation of state-of-the-art control systems

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EnviroMed Detection Services

EnviroMed Detection Services is a safety/environmental instrumentation company specializing in the sale, installation and servicing of hazardous gas detection equipment. As a full-service laboratory certified to ISO 9001:2000, EnviroMed is well equipped to offer repairs, calibrations, maintenance, off-site servicing, and training on new or existing equipment. Founded in 1991 as EnviroMed Analytical Inc., and trading as EnviroMed Detection Services, 2006 marks 15 years of servicing North American clientele.

In addition to its specialization in gas detection equipment, EnviroMed also sells, rents and leases a wide variety of products in the areas of water, soil and noise monitoring, ambient air, indoor air quality, meteorology, and other specialty areas related to safety/environmental instrumentation.

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Filtakleen Atlantic

Filtakleen Atlantic Ltd. is the Master Distributor of 'Filtakleen' Oil By-Pass filtration systems. The filter is a 'by-pass' and can be installed on any oil reservoir without interfering with the operation of the equipment or the existing filter system. The filter is highly efficient in the removal of ultra-fine contamination and water normally missed by the main filters. Filtakleen is installed on diesel engines, hydraulics, and lube oil systems. As a 1 micron filter, with the added ability of removing water at 100% from oil, Filtakleen dramatically prolongs oil with operational safety. Filtakleen can prolong diesel engine oil up to a factor of 10, and with regular filter changes it will keep hydraulic oil up to 4 ISO grades cleaner than the ISO state of new oil. Our customers benefit from as much as an 80% reduction in waste oil production.

Filtakleen has been tested and used by the Canadian Navy since 1997, and is registered in NATO's catalogue with an associated military stock number. Since being introduced to this province in 2002, there have been more than 500 installations in such industries as mining, transportation, shipping, fisheries and heavy industry.

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Fracflow Consultants

Fracflow Consultants Inc. is an environmental, hydrogeological, and geotechnical engineering company operating around the world from offices in St. John's, Newfoundland and Labrador, and Dartmouth, Nova Scotia.

Since it was incorporated in 1981, Fracflow's consulting services have expanded and now include the following areas of science and engineering:

- Environmental Site and Impact Assessments
- Hydrogeology and Surface Water Hydrology
- Groundwater Flow and Contaminant Transport Modelling
- Pre-Development Environmental Baseline Studies
- Air Dispersion Modelling
- Remediation of Contaminated Sites
- Geological Engineering and Rock Mechanics
- Geotechnical Engineering and Soil Mechanics
- Foundation Design and Engineering

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Hi-Point Industries

For more than two decades, Hi-Point Industries has been serving the international petroleum industry. It manufactures and supplies efficient and environmentally-safe oil spill absorbents (Oclansorb®) and pollution control products. Applications include industrial oil spills, marine oil spills, industrial house-keeping and maintenance, biodegradation of oil, land farming, spill prevention/preparedness and control, and wastewater treatment. Hi-Point Industries has a worldwide distribution network.

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Jacques Whitford

Jacques Whitford is a multi-disciplinary environmental science and engineering firm providing consulting services provincially, nationally and internationally. Jacques Whitford is a 100 percent employee-owned company.

For the Labrador market, professional services are delivered through Minaskuat Limited Partnership, a partnership between Innu Environmental Limited Partnership (IELP) and Jacques Whitford Limited (JWL). The formation of this new company combines more than two decades of expertise and involvement in cultural and ecological research, environmental assessment, and community liaison, with the environmental, engineering and earth sciences solutions of Canada's largest environmental firm.

Established as a commercial entity in 2003, Minaskuat is committed to delivering high-quality solutions to the challenging situations and locations of Labrador. By investing in individuals, Minaskuat strives to create professional Aboriginal role models for Labrador.

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Sikumiut Environmental Management

Formed in 2001, Sikumiut (meaning "People of the Sea Ice") is registered as an Inuit Business. Our objective is to achieve success as an environmental company through the development of Inuit skills and capabilities. Thus, Sikumiut is committed to the incorporation of Inuit employment, training and capabilities transfer in the various business opportunities it pursues. The approach also integrates a commitment to the provision of quality service in a timely and cost-effective manner. In 2003, Sikumiut received the NEIA Capacity Building Award in recognition of its success in meeting these objectives.

Sikumiut's Owners and Partners – Bevin LeDrew, Ron Webb, Gus Dicker, and Leroy Metcalfe – each contribute considerable experience and knowledge related to Labrador and Newfoundland. Over the past five years, they have worked together on several assignments related to the Voisey's Bay Project, and have combined their capabilities to offer environmental services to clients in Labrador and elsewhere. Services offered include wildlife surveys, environmental monitoring, ice surveys, environmental impact assessments, bear monitoring and aquatic habitat compensation planning.

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Tiller Engineering

Tiller Engineering Inc. is a Newfoundland and Labrador based consulting structural engineering firm. Services include structural engineering analysis and design; detailed site and aerial inspections; and project/construction management. Tiller Engineering offers access capabilities within the mining, marine, municipal, buildings, and telecommunication industries.

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Universal Environmental

Universal Environmental owns and operates a soil remediation facility, in addition to excavating, transporting, and providing emergency response. Our areas of operation extend from Whitbourne to the Bonavista coast, and from the Burin Peninsula to Argentia.

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