

# ECO-TECH SCANDINAVIA

7-9 OCTOBER 2008 Swedish Exhibition Centre Göteborg [www.miljoteknik.com](http://www.miljoteknik.com)



*Exhibiting at a trade fair is the most cost and time effective way of meeting your customers, prospects and users.*

The fair is where you can meet new contacts who have no prior knowledge of your company. And these visitors come for the expressed purpose of buying, or gathering information with a view to buying. At Eco-Tech Scandinavia you can also take part in our pre-booked meetings, a very efficient way of making sustainable business.

Welcome!  
Ann Åfeldt  
Exhibition Manager,  
Eco-Tech Scandinavia and ProcessTechnology



## Conference and exhibition for cleantech and sustainable business

*With ten exhibitions over the past 18 years, Eco-Tech Scandinavia has established itself as the leading environmental technology trade fair in the Nordic region. To give added weight to each respective industry, the fair has been divided into seven areas: Waste & Recycling, Energy, Water, Air, Soil, Transport and Environmental Competence.*

This means that as an exhibitor, it is easier for you to get in touch with new customers and suppliers within your particular area. This subdivision also makes it easier for visitors to find their way around.

### Themes

This time too we have brought together all those involved in biogas for vehicles and placed them on Biogas Highway, which

is located along the trade fair's biggest pedestrian thoroughfare. Right beside this site, the leading manufacturers of eco-optimised vehicles will demonstrate their latest models. And on Innovation Street tomorrow's companies will display exciting new solutions. We will also have a Sustainable City for cleantech in the field of sustainable urban development.

## Cleantech Conference on 7-8 October 2008

The previous conference signalled the start for Scandinavian risk capital. The focus was on commercial potential rather than environmental risks, which could be seen in the number of participants from the commercial sector. This conference will build further on the business perspective and it will focus considerably on Scandinavian cleantech. The first day will be devoted to discussion on the sustainable city and the second will be spent on issues relating to economy and financing. Natliken Sustainability organizes the conference.

## Study visits

A number of study visits to interesting reference objects will be organised by Ecoex in connection with the exhibition. Its unique bank of knowledge on how the region handles its environmental issues has made Ecoex a sought-after host for foreign delegations.

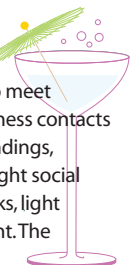
## Matchmaking

Looking for interesting technology? Searching for a partner in Europe? EIC (Euro Info Centre) and IRC (Innovation Relay Centres) arrange efficient pre-booked meetings between companies that are on the lookout for technical or

commercial cooperation. The aim is to create an inspiring meeting-place where new contacts can be made. Matchmaking has shown itself to be highly successful when it comes to generating new business potential.

## Mingle and work

In order to give you a chance to meet colleagues and make new business contacts in pleasant and relaxed surroundings, we will arrange an evening of light social mingling accompanied by drinks, light refreshments and entertainment. The number of tickets is limited.



For further information, check [www.miljoteknik.com](http://www.miljoteknik.com) or contact [ann.afeldt@svenskamassan.com](mailto:ann.afeldt@svenskamassan.com)

### Partners



**ECO-TECH SCANDINAVIA**

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## "We are very satisfied"

*That's how Trevor Fletcher, President of the Hardstaff Group and Vice Chairman of ENGVA (European Natural Gas Vehicle Association) summarises his participation in Eco-Tech Scandinavia 2006. The company exhibited a Volvo FH12 truck whose diesel engine had been converted to run on biogas. "We made many new and valuable business contacts, especially among the other exhibitors," continues Trevor Fletcher.*

"The aim of the Biogas Highway was to create a new meeting-place and convene a marketplace of international standing, and the truck from the Hardstaff Group was perfect for the job," comments Bernt Svensén.

### Important contacts

The Hardstaff Group not only provides forwarding services but also takes responsibility for the transport infrastructure. In addition to the trucks themselves, the company handles fuel

distribution and operates fuel stations. As a result the company is looking to work together with other forwarding agents, gas suppliers and engineering works.

"At Eco-Tech Scandinavia 2006 we made many important contacts, such as Biogas Väst, Fordonsgas which operates and is expanding the number gas fuelling stations in Sweden, and the Stadspartner firm of eco-specialists operating in the municipalities of Linköping and Götene," concludes Trevor Fletcher.

### For more information and to register

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## Statistics from 2006

*Eco-Tech Scandinavia and Process Technology hosted a total of 6904 visitors in 2006, representing 3773 different companies.*

- 79 percent were managers or advisors on purchasing decisions
  - 55 percent did not visit any other trade fair
  - 90 percent will definitely or probably return
- 81 percent of the visitors were of very high or high quality, according to the 116



exhibitors who displayed their services on 2367 m<sup>2</sup> of exhibition floor space.

The visitors included: environmental affairs executives and environmental managers, members of corporate management

bodies, decision-makers from industry, commerce and local councils, purchasing managers, researchers, engineers, designers, development managers, production managers, and operational and maintenance managers.

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