Trade Promotion Resources for U.S. Environmental Exporters

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International Trade Administration
U.S. Department of Commerce
Select Industry & Analysis Data Resources

- **TradeStats Express**
  http://tse.export.gov/tse/tsehome.aspx

- **Trade Policy Information System**
  http://tpis.trade.gov

- **FTA Tariff Tool**
  http://export.gov/fta/ftatarifftool

U.S. Commercial Service’s Trade Promotion Activities

- **Trade Counseling**
- **Business Matchmaking**
- **Market Intelligence**
- **Advocacy**
- **Commercial Diplomacy**

• Coordinates U.S. Government resources and authority in order to *level the playing field* on behalf of U.S. business interests as they compete against foreign firms for specific international public contracts and other U.S. export opportunities.

• Provides Commercial Service liaisons to four Multilateral Development Banks.

• Advocates on behalf of a U.S. business interest to a foreign government.

[export.gov/advocacy]
Country Commercial Guides

- Provide a well-balanced assessment of a market
- Outline potential strategies for market entry
- List sectors with commercial opportunities
- Serve as a source document for contacts, business travel, leading sectors, and upcoming trade events

Available online for over 125 markets at: export.gov/ccg
2018-2020 Environmental Technologies Trade Advisory Committee (ETTAC) Representatives

**Water Associations**
- Water and Wastewater Equipment Manufacturers Association
- Water Environment Federation
- Water Quality Association

**Industry Sector**
- Water and Wastewater Treatment: 34%
- Air Pollution Control & Monitoring: 27%
- Waste Management and Recycling: 15%
- Monitoring & Instrumentation: 5%
- Engineering & Consulting: 7%
- Environmental Cluster: 5%
- Other: 7%

**Organization Type**
- Large Firm (> 500 employees): 41%
- Small to Medium Sized Firm (< 500 employees): 32%
- Trade or Other Association: 27%

[export.gov/ettac]
### ETWG Agencies

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Trade Promotion and Policy for Environmental Technologies:
From U.S. Industry to U.S. Industry

**Key Acronyms Defined**

**ETTAC**: Environmental Technologies Trade Advisory Committee

**ETWG**: Environmental Trade Working Group

**USG Programs & Policy**

**ETTAC**
Advises the Secretary of Commerce & ETWG on trade policy, USG trade promotion programs, and all issues affecting international competitiveness of the U.S. ET industry

**ETWG**
Driven by input from industry on key issues affecting its international competitiveness

Industry input is integrated through the ETWG - an interagency working group representing all export and technical agencies
Environmental Technologies Export Promotion Process
2019 Projected Priority Markets for the Water Sector

1. China
2. India
3. Saudi Arabia
4. Mexico
5. Brazil
6. Vietnam
7. Colombia
8. Indonesia
9. South Korea
10. Thailand

2017 Report available at: trade.gov/topmarkets

2019 TMR Coming Soon!
ENVIRONMENTAL SOLUTIONS EXPORTER PORTAL

- U.S. ENVIRONMENTAL SOLUTIONS TOOLKIT
- OPPORTUNITIES FOR U.S. SOLUTIONS PROVIDERS
- EXPORTERS RESOURCE GUIDE
- INDUSTRY RECOMMENDATIONS
- MARKET INTELLIGENCE

- Link to ET Toolkit 2.0.
- Link to a database of government-wide resources available to U.S. solutions providers
- Link to page with auto-updated events and trade leads
- All public ETTAC documents will be posted here
- Links to Top Markets Report, etc.
U.S. Environmental Solutions Toolkit 2.0

U.S. Environmental Solutions Toolkit Search

The U.S. Environmental Solutions Toolkit is a buyer’s resource guide that marries EPA expertise on solving environmental challenges with a catalogue of U.S. providers of related technologies and services. The Toolkit fosters export opportunities for the U.S. environmental industry as well as fosters and advances environmental protection goals. U.S. environmental technologies and services can be listed as solution providers should submit an application.

Search the toolkit in
- English
- French
- Spanish
- Portuguese
- Russian
- Arabic
- Mandarin Chinese

Click on a company’s name to go to its “Contact Card” with more info about the technologies & services it offers.

U.S. Solution Provider

Total: 3

ET Toolkit Test 12
Solution
- Absorption Towers
- In-well Air Stripping
- Landfill Covers
- Landfill Groundwater Monitoring
- Membrane Processes
- Multi-Phase Extraction
- Permeable Reactive Barrier

ET Toolkit Test 4
Solution
- Acid Gases - Dry Sorbent Injection with Fabric Filters
- Acid Gases - Flue-gas Desulfurization
- Anaerobic/Anaerobic Oxidation (A/AO)
- Biological Treatment Processes
- Chemical Precipitation for Nitrogen and Phosphorus
- Dewatering Filters for Nitrogen
- Dewatering Technology or Processes
- Dioxins & Furans - Work Practice Standard (Inspection, Adjustment, and/or Maintenance and Repairs to Ensure Optimal Combustion)
- NIE/3-stage Westbank

Environmental Issues

Arsenic Remediation in Drinking Water
Arsenic is a semi-metal element. It is odorless and tasteless. It occurs naturally in rocks and soil, water, air, and plants and animals. It can be released into the environment through natural activities such as volcanic action, erosion of rocks, and forest fires. Industry practices such as copper smelting, mining and coal burning also contribute to arsenic in our environment. Because it occurs naturally in the environment and as a by-product of some agricultural and industrial activities, it can enter drinking water through the ground or as runoff into surface water sources. Human exposure to arsenic can cause both short and long term health effects.

U.S. EPA Regulatory Background
- Analytical Methods for Rule Determinations
- Arsenic Occurrence in Public Drinking Water
- Economic Analysis

EPA Regulations

Safe Drinking Water Act - Arsenic Rule
Contact the U.S. EPA
Additional Information

United States-Mexico-Canada Agreement (USMCA)

Tariff-Related Resources

232 Steel Investigation - Exclusion Requests
Visit: https://www.bis.doc.gov/index.php/232-steel
Contact: Steel232@bis.doc.gov or 202-482-5642

232 Aluminum Investigation - Exclusion Requests
Visit: https://www.bis.doc.gov/index.php/232-aluminum
Contact: aluminum232@bis.doc.gov or 202-482-4757

Info on Foreign Retaliatory Actions to U.S. Section 232 Steel and Aluminum Tariffs and China’s Responses to Section 301 Tariffs can be found here:
Recap – Useful Websites:

1. U.S. Commercial Service
   trade.gov/cs

1. Advocacy Center
   export.gov/advocacy

2. Country Commercial Guides
   export.gov/ccg

3. Top Markets Report
   trade.gov/topmarkets

4. Environmental Exporter Portal
   www.export.gov/envirotech
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