



Speakers, sponsors, and exhibitors needed

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Preparations for the International Water Technology Conference 2007 continue on schedule. The newest development is that the event will also include technical presentations and exhibits associated with **Ozone V**. Ozone and its applications in water treatment, food processing and agriculture will be an important component of the conference. Ozone, used to inhibit bacterial growth in water and processed foods, has been the subject of a popular series of conferences held in Fresno for the past four years. "There were so many parallels to the research, technology and objectives of both of these areas of research and technology, it was a natural fit to partner together in this event," said David Zoldoske director of ICWT.

Technical and poster presentations: we are currently looking for abstract submittals. If you would like to give a 20-minute presentation please visit the conference website and submit your abstract by January 10, 2007. Presenters will receive a 50% discount on the conference registration.

Sponsorships are available in a variety of forms and price levels ranging from \$500 to \$2500. Please visit the conference website for details and to register. Some sponsorships are on a first come, first serve basis.

Exhibitors – The February 1, 2007 early bird deadline is approaching. Please register online for your 10X10 booth-\$795 early bird, \$950 after February 1, 2007.

Tours – Optional technical tours will be held for all attendees on Wednesday April 4th. We are currently looking for manufacturers that would like to make their facilities available for tours. Please call ICWT at 559-278-2066 if you would like to provide a tour. A list of tours is available on the conference website.

If you would like more information on the conference and/or would like to register, visit www.icwt.net or call (559) 278-2066.

Adding high tech understanding to nature's process

The next cluster meeting on December 14th will feature Michael Sears discussing "adding high tech understanding to nature's process." Sears, principal and founder of ForeverWater, will specifically address vapor compression distillation.

ForeverWater, a locally owned and operated business, is committed to cleaning Central Valley wastewater and providing affordable fresh water for a variety of uses. Additional value is realized in lower capital costs and lower energy consumption.

Sears is currently vice president in charge of sales and marketing at ForeverWater and has over 20 years of experience in water systems. He is a graduate of San Jose State University.

Workshop offers help obtaining \$2 billion in federal grants

A workshop to encourage private-sector product innovation will be held on Tuesday and Wednesday December 12 - 13, 2006 at California State University, Fresno. Sponsored by Fresno States International Center for Water Technology, the event brings in experts who will teach attendees how to develop and submit a proposal to obtain their share of \$2 billion in federal research and development grants. Individual businesses may be awarded up to \$100,000 to explore the feasibility of an idea and up to \$750,000 to expand on the results of the initial feasibility study.

“Each year, ten federal departments and agencies are required to reserve a portion of their budgets to award grants to businesses across America,” according to ICWT director David Zoldoske. “Many of these funds have been awarded to companies in California but very little has been distributed in the Central Valley. As a part of ICWT work with businesses in the Regional Jobs Initiative, this workshop provides an important opportunity for businesses in the Central Valley to learn more about the availability of these funds. Companies can learn how easy it can be to apply for these grants and possibly grow and expand.”

Businesses must meet the following eligibility criteria to participate in the program.

- For-profit American-owned and independently operated
- Principal researcher employed by business
- Company size limited to 500 employees

This program was created because the risk and expense of conducting research and development are often beyond the means of many businesses. This is an opportunity to obtain funds for the critical startup and development stages and it encourages the commercialization of the technology, product, or service, which, in turn, stimulates the U.S. economy. Following submission of proposals, agencies make awards based on small business qualification, degree of innovation, technical merit, and future market potential.

The registration fee for non members is \$45 and \$25 for Regional Jobs Initiative cluster members. The fee includes conference materials and lunch. Space is limited. Further event details can be found at www.icwt.net or by contacting Dan Clawson at 559-278-2066.

New testing facility grand opening scheduled for early 2007



Left: Forming completed in September

Right: siding installed in November



Andros engineering enters new market with ICWT Export Development Program

When Andros Engineering decided to expand beyond their agricultural products market and make their first foray into the mining application market, they had a guide. That guide, the International Center for Water Technology's (ICWT) Export Development Program, took them all the way in Santiago, Chile.

Matt Andros, President of Andros Engineering, attended the expo as part of a program funded by U.S. Department of Commerce, and facilitated by ICWT. The goal of the program is to help small companies compete in non-domestic markets by assisting them with travel to international trade shows such as Expo Min 2006.

Andros felt it was important for a company like his to attend because it provided an opportunity to identify potential markets for his company's specialized irrigation machinery, and to understand the profile of potential customers in the mining market.

As a part of the MDCP services, ICWT staff organized the trip arrangements, provided potential leads, and made introductions to people and organizations in the mining industry. In addition to assisting Andros at the tradeshow, ICWT staff also arranged visits to both agricultural and industrial irrigation installations in the Santiago area.

"I would definitely recommend ICWT's program to other companies like mine. Take the time to identify what it is you want to accomplish, and then talk to the ICWT staff ahead of time, let them know what you are looking to do," said Andros. "In addition, there are some U.S. government agencies that work and coordinate closely with ICWT and have helped me understand what the potential is for my company. Some of these programs are free. I think small and large companies that are not currently working these markets in South America would benefit from the opportunities provided here."

"The program introduces you to potential markets and clients, will help you understand how they work and how you can benefit. In addition to providing these valuable introductions, the program and supporting agencies can also facilitate taking it to the next step as you look to enter into working arrangements with potential business partners or clients," concluded Andros.

The program paid for a portion of Andros' expenses' to attend the expo and will provide future opportunities to assist other water equipment manufacturers who are interested in entering new international markets.

To find out more about how your company can participate, contact Dan Clawson at (559) 278-2066.

Careers in Manufacturing Technology internship recruitment

On November 1, 2006 the Careers in Manufacturing Technology (CIMT) internship program hosted an orientation session to answer questions and distribute host company packets. The Host Company Interest Forms are due by November 17. Student applications will be available on January 22 to the host companies who return the interest form, and student intern interviews will be conducted on March 15 during the annual CIMT Career Expo. A detailed timeline is included in the host company packet.

In addition to applications from students in the applied technology areas of welding, CNC machinist, maintenance mechanic, CADD operator, and CAM operator, students in the electronics fields will be

available for internships during summer 2007. The Electronics Systems Technology program includes courses leading to certificates in digital air conditioning controls, communications technology, control and instrument technician, automation control technician, CISCO Certified Network Associate, network security, wireless local area networks, and electrical systems technology.

If you will be able to hire an intern during the summer of 2007 and contribute to the success of the CIMT program, please complete the host company interest form and return it to Kathe McCall by November 17. If you have any questions, please contact Kathe at kathem@csufresno.edu or 559-250-1759.

New Water and Energy Technology Incubator applications are now available online

The Central Valley Business Incubator (CVBI) is now accepting applications for business incubation at the brand new Water and Energy Technology (WET) Incubator. Applications may be downloaded at www.cvbi.org/wet. The deadline to apply is January 2nd, 2007.

The WET Incubator will be home to five innovative start-up or early stage businesses specializing in the fields of water or energy technology. Specially tailored business and technical coaching will help these businesses succeed in turning their concepts into reality.

The WET Incubator is a 13,000 square-foot, state-of-the-art facility located on the California State University, Fresno campus, at the southwest corner of Chestnut and Barstow.

The goal is to establish the Central Valley as a world leader in water and energy innovation while empowering the entrepreneurial spirit and creating jobs in the Central Valley.

This specialized incubator is a collaborative venture between CVBI, International Center for Water Technology (ICWT), and the California State University at Fresno and offers many resources, services and benefits. It will be a one-stop shop that will combine the talents and resources of incubation, education and industry.

For more information and/or to apply, visit www.cvbi.org, or call (559) 292-9033 to speak with Jarah Euston, Director of Member Services, or Craig Scharton, CEO. Applications are due January 2nd, 2007 at 5pm.

September meeting wrap up

Presentation by Jon White covered Netafim's quest for the Baldrige National Quality Award. This award is a much talked about and often elusive goal for many companies. White's presentation was an insight into how Netafim USA approached the goal, what they have learned so far and what tools they believe are proving successful. Jon White discussed some of the reasons to go after awards and whether it's a waste of time in this day in age. Netafim USA believes it to be the improvement fuel they need to continue to increase customer satisfaction.

Presentation by Robert Moorhead covered current and upcoming "state-of-the-art" technology in surface water treatment. His presentation focused on innovative and cost-reducing designs for both recently built and soon-to-be-constructed surface water treatment facilities. The role of technology in treatment operations and the production of safe and aesthetically pleasing drinking water for the community was emphasized. A copy of both presentations can be found at www.icwt.net.

**To submit articles or for more information contact Laura at 559-278-2066
or by email at lramos@csufresno.edu**

WATER CLUSTER MEETING

**December 14, 2006
9 – 11 A.M.**

*Central Valley Business Incubator (CVBI)
2555 Clovis Ave.
Clovis, CA 93612*

**Please RSVP to lramos@csufresno.edu
or (559)278-2066**

From the North: Take Freeway 99 South to Freeway 41 North/41 South. Stay on 41 North/41 South to 180 East (Kings Canyon). Take 180 East to 168 East (Clovis/Huntington Lake). Continue on Freeway 168 East to Shaw Avenue Exit. Turn right onto Shaw Avenue. Follow Shaw to Clovis Avenue and turn right onto Clovis Avenue. Turn left onto Santa Ana (just south of Sierra Vista Mall), and turn into the first driveway on the right. The building will be on your left. There is a sign that reads Central Valley Business Incubator.

From the South: Take Freeway 99 North to Freeway 41 North (Yosemite). Take Freeway 41 North and follow until Freeway 180 East (Kings Canyon). Get on Freeway 180 East (it is helpful to stay in the right lane after merging onto 180 from 41) and follow to Freeway 168 East (Clovis/Huntington Lake). Take Freeway 168 East to Shaw Avenue Exit. Turn right onto Shaw Avenue. Follow Shaw to Clovis Avenue and turn right onto Clovis Avenue. Turn left onto Santa Ana (just south of Sierra Vista Mall), and turn into the first driveway on the right. The building will be on your left. There is a sign that reads Central Valley Business Incubator.