



WACEE '14

West African Clean Energy & Environment
EXHIBITION & CONFERENCE



3rd West African Clean Energy and Environmental Technology Exhibition & Conference

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- Energy generation, transmission and distribution
- Energy efficiency and electrical engineering
- Environmental technology
- Waste recycling
- Water and sewage treatment

4 - 6 November 2014

Accra International Conference Centre
www.wacee.net www.wacee.info

Patron



Supported by:



Federal Ministry
for Economic Affairs
and Energy

on the basis of a decision
by the German Bundestag

Organisers



AHK

Delegation der Deutschen Wirtschaft
in Ghana
Delegation of German Industry and
Commerce in Ghana



fairtrade



Member

Key figures WACEE'13

Top governmental support in West Africa

1,051 professional visitors

from 22 countries

High decision makers rate among visitors: 70%

41 exhibitors

70 speakers at the conferences
- Valuable conference program

96% of exhibitors would recommend WACEE '13

92% of exhibitors satisfied or very satisfied with WACEE'13 as a whole

 see Post Show Report 2013





READ WHAT THEY SAID:



Hon. Vincent Oppong Asamoah

Dep. Minister for Water Resources, Works and Housing:

"We sincerely wish to thank our German friends and partners of GIZ for the immense contribution on co-organizing the conferences as well as the German Federal Ministry of Economics and Technology (BMWi) in the context of the "renewables – Made in Germany" initiative."



H.E. Thomas Wimmer

Acting Ambassador, Embassy of the Federal Republic of Germany to Ghana:

"Ghana is a frontrunner for renewable energy in West Africa, as Germany is within the G20. So both countries did a natural thing: Ghana and Germany have teamed up for a partnership in Renewable Energy on various levels."



Mr Siegfried Leffler

Country Director Ghana, GIZ:

"In Ghana, we have recently opened a new renewable energy chapter in our well-established, long-standing and excellent cooperation with the Government of Ghana in the fields of agriculture, sustainable economic development, decentralization, good financial governance as well as peace and security."



Mr William Asante, Plant Manager

Energiebau-Sunergy Ghana Ltd:

"This exhibition and conference gives us the opportunity to help advocate of solar systems as a viable source of energy. We are absolutely satisfied with the quantity and quality of contacts at our booth."



Mr Heinz Bergmann jr.

Heinz Bergmann e.Kfm.:

"We see a huge potential for our products and solutions in West Africa. 10-15 % of the visitors at our booth were very promising leads. They came from all over West Africa, especially from Nigeria and Ghana."



Mr Ebenezer Antwi

Senior Electrical Engineer, Volta River Authority:

"This conference showcases an ideal platform to share ideas, find out the needs, solve problems and avoid mistakes that were already done before. I realize a high standard among the speakers and attendees of this conference. The discussions were absolutely solution-driven."

WACEE '14 – West Africa's No 1 clean energy & environmental technology event!

1

TOP GOVERNMENTAL SUPPORT FROM WITHIN WEST AFRICA AND FROM EUROPE

Organised with the participation of:

Ministry for Foreign Affairs and Regional Integration
 Ministry for Energy and Petroleum
 Ministry for Water Resources, Works and Housing
 Ministry for Local Government and Rural Development
 Ministry for Environment, Science and Technology



German Federal Ministry of Economic Affairs and Energy and the
 "renewables – Made in Germany" initiative
 Embassy of Germany
 The German Federal State of North-Rhine Westphalia
 GIZ
 EU Delegation to Ghana
 Embassy of Denmark
 African Sustainable Energy Association
 Economic Community Of West African States (ECOWAS)
 Energy Commission
 Environmental Protection Agency
 Ghana Chamber of Mines
 Public Utilities Regulatory Commission

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STRONG EVENT & MEDIA PARTNERS**EVENT PARTNERS**

on the basis of a decision
by the German Bundestag

MEDIA PARTNERS

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EXCELLENT VISITOR BASE

1,051 registered industry professionals from 22 countries (2013). Detailed evaluation of the visitor statistics, visitors by interest etc. [see Post Show Report 2013](#).

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HIGH RATE OF DECISION-MAKERS

70% of the visitors were decision-makers (2013). CEOs / Managing directors (29%), project managers (10%), consultants (10%), sales and marketing directors (8%), maintenance engineers (5%), technical managers (4%), IT directors (2%), production managers (2%), purchasing directors (1%) and financial directors (1%).

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TOP QUALITY EXHIBITORS

[41 top quality exhibitors \(2013\)](#).

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VALUABLE CONFERENCE PROGRAM

At the occasion of WACEE '14, a valuable program of conferences runs alongside the exhibition. Just like the conferences in 2013, the "Ghanaian-German Renewables Business Forum – Setting the Ground for Sustainable Energy Development" and the conference under the title "Achieving more with less: Resource and energy efficiency for a greener future", organised in cooperation between giz and AHK.

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THE INDUSTRY PORTAL

The [WACEE Industry Portal](#)

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HIGH SATISFACTION RATES

96% of the exhibitors recommend the event. 93% of the exhibitors were satisfied with WACEE '13 as a whole.



EXHIBITION PROGRAM

WACEE - WEST AFRICAN CLEAN ENERGY & ENVIRONMENTAL TECHNOLOGY EXHIBITION & CONFERENCE

WEST AFRICA ENERGY

- Energy saving
- Renewable energy
- Energy efficiency for buildings
- Power generation, transformation and storage
- Transmission and distribution of power
- Measurement, regulating and control equipment
- House and building automation
- Light
- Process automation, factory automation, industrial building automation

WEST AFRICA ENVIRONMENT

- Waste recycling
- Water and sewage treatment
- Water distribution and sewers
- Coastal protection/flood control
- Refuse disposal and recycling
- Generating energy from waste materials
- Street cleaning, maintenance and winter road services
- Decontamination of old sites/soil treatment
- Flue-gas scrubbing and air extraction/air-pollution abatement
- Noise reduction/sound insulation
- Analysis measurement monitoring

→ NEW: OFFICIAL GERMAN PAVILION!

For the very first time in 2014, WACEE will feature an official „made in Germany“-pavilion consisting of a minimum of ten German exhibitors in addition to an information stand. The German pavilion is presented by the Federal German Ministry for Economic Affairs and Energy in cooperation with the Association of the German Trade Fair Industry (AUMA) and supported by AHK - Delegation of German Industry and Commerce in Ghana. The pavilion will also incorporate an official participation of North-Rhine Westphalia.



Federal Ministry
for Economic Affairs
and Energy

on the basis of a decision
by the German Bundestag

**made
in
Germany**

BUSINESS OPPORTUNITIES - NEW PROJECTS IN GHANA!

The Ministry of Energy and Petroleum is currently monitoring the implementation of seven programs with new projects nationwide:

- Mini-grid Electrification Program
- Renewable Energy Resource Assessment Program
- Energy Efficiency and Conservation Program

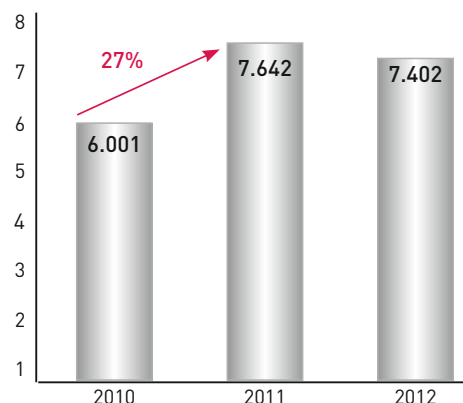
...

 [Click here to find your business opportunities in Ghana!](#)

BRISKLY RISING WEST AFRICAN IMPORTS OF ENERGY AND ELECTRO TECHNOLOGY (IN BILLION EURO).

According to ZVEI-German Electrical and Electronic Manufacturers' Association the figures for energy and electro technology imports reflect the briskly rising exchange especially in this sector. West African imports of energy and electro-technology rose by 27.3% in 2011, to 7.642 billion Euro. West African imports in this sector stood firm on a high level in 2012, amounting to 7.402 billion Euro.

Briskly rising West African imports of energy and electro technology (in billion Euro)



[Source: ZVEI - German Electrical and Electronic Manufacturers' Association / Graph: fairtrade 07/2013]



ABOUT THE ORGANISERS AHK GHANA AND FAIRTRADE



DELEGATION OF GERMAN INDUSTRY AND COMMERCE IN GHANA (AHK GHANA):

The Delegation of German Industry and Commerce in Ghana (AHK Ghana) offers substantial information and assistance to enter the Ghanaian market. We provide up-to-date information on economic and commercial

issues, and offer various services to facilitate your market entry. All with the intention to enhance bilateral trade for new and existing businesses.



VALUABLE BUSINESS CONTACTS. ISO QUALITY MANAGEMENT. UFI QUALITY NORMS.

Ever since its foundation in 1991, fairtrade ranks among the leading organisers of professional international trade fairs in the emerging markets of North and West Africa, the Middle East and Eastern Europe. Managed by its shareholder and headquartered in Heidelberg, Germany, fairtrade maintains a powerful network of agencies and partnerships throughout the world. Since 2003, fairtrade operates a subsidiary company in Algiers, Eurl fairtrade expo.



At fairtrade, we focus on achieving an ever higher degree of customer satisfaction with innovative products, providing excellent service and generating valuable business contacts for exhibitors and trade visitors alike. Our management system is ISO 9001 : 2008 certified. Being a member of UFI The Global Association of the Exhibition Industry, fairtrade organises events according to the UFI quality norms.

WORLDWIDE NETWORK OF SALES PARTNERS

For any inquiries and bookings, please contact your nearest fairtrade sales agent or fairtrade directly:

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ALL-IN-ONE PACKAGE “WE’ VE THOUGHT OF EVERYTHING!”

Going to a trade fair can certainly keep you busy! You have to invite customers, prepare your presentations and set your own schedule. Wouldn't it be nice if you didn't have to worry about every little detail? If you could just “talk business” at your leisure?

FULL EXHIBITION SERVICE

- The WACEE industry portal is an interactive online community that allows exhibitors and visitors to connect before, during and after the event. Your entry is activated all year round, 365 days a year, 24 hours a day.
- A high powered media campaign which will attract precisely the target group of buyers!
- Technical connections and top quality booth construction – to highlight your products!
- Catalogue entry – so that new customers can find your name and address once the trade fair is over!
- Invitations – to enable your customers to visit your booth!
- Transport of your exhibition goods including customs clearance – we take good care of your exhibits!
- Booth staff / specialists – so you can do business without worries on your mind!
- General security service and general cleaning of the exhibition area!
- Forum – so you can present your products

YOUR PERFECT PRESENTATION

Exhibitors can register for three different options:

Option 1 – raw exhibition space.

The minimum stand area is 18 sqm.

Option 2 – exhibition space including booth construction, Octanorm standard.

The minimum stand area is 9 sqm.

Option 2 includes the following standard features of modular booth construction:

- stand area with carpet
- side and back walls
- 1 spot 100W per 3 sqm of stand space
- 1 table and 3 chairs (as an example for a 9 sqm stand)
- 1 wastepaper basket
- 1 socket 220V, 1kW
- fascia with company name

Option 3 – outdoor exhibition area.

The minimum stand area is 24 sqm.



WE’LL BE YOUR BACK-UP TEAM !



Delegation der Deutschen Wirtschaft
in Ghana
Delegation of German Industry and
Commerce in Ghana

Delegation of German Industry and Commerce in Ghana
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