

# metro**GREEN**+BUSINESS

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## **Environmental Procurement Conference (EPCON) to be held April 19 in Edison, NJ**

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PARAMUS, NJ--Buyers and sellers of environmental products, services and expertise will have the opportunity to meet and discuss new procurement opportunities at EPCON 2010, an all-day conference presented by The Environmental Business Council (EBC) of the Commerce and Industry Association of New Jersey (CIANJ).

The state's premier forum for environmental procurement opportunities, EPCON 2010 will be held on Monday, April 19, 2010 at the Pines Manor, Edison, New Jersey.

Now in its sixth year, EPCON 2010 brings together the preeminent players in the New Jersey region's growing environmental industry. Participating will be engineering firms, developers, consultants, contractors, laboratories, manufacturers, attorneys and other buyers and sellers of environmental services, technical expertise and equipment. Attendees will gain valuable insights on new and pending procurement opportunities that exist at the private, state, and federal levels as well as meet key experts and decision-makers in those and other projects.

EPCON 2010 will be co-chaired by Tracy Straka, Executive Vice President, Creamer Environmental, Inc.. Technical breakout sessions will feature senior representatives from business and government agencies who will identify current procurement opportunities for environmental firms in the New Jersey region as well as national firms and those from abroad. George Stubbs, Editor in Chief of Environmental Business Journal, will provide the Keynote Address. Panel Discussion Speakers will supply specific details on project time frames, scope and procurement procedures, and will leave time for questions and answers at the conclusion of each session.

EPCON is pleased to offer a technical workshop to conference attendees at no additional charge – "Writing a Winning Proposal for Government Contracts". This workshop will identify the various types of solicitations used by Federal government agencies and will focus on proper proposal submittals to these agencies. The marketplace continues to evolve and, compared to prior years, the competition has increased in response to each solicitation. Information on how to read an RFP/RFP/IFB/SS, organizing your submittal, and the content that must be included to be considered responsive will be presented.

A 90-minute networking luncheon will provide a venue to explore commercial opportunities and solidify networking relationships. Running concurrently with the networking luncheon, EPCON 2010 will feature an on-site exhibit area featuring products and services for the environmental community. Prime exhibit space is still available.

**B E C K E R M A N**