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FOR IMMEDIATE RELEASE

## **Latest Highlights, Successes and Initiatives from Westar Trade Resources**

### **Westar Client Successes**

#### ***Chemtex Demonstration Plant in Crescentino, Italy Nearly Ready for Operations***

Westar Founder and CEO Cindy Thyfault traveled to Crescentino, Italy in September to tour the new Beta Renewables plant. Accompanying her on the tour was Michael Richardson and Nicoletta Postiglione from the U.S. Commercial Service in Milan, Italy.

"It was a great opportunity to see the plant being built, Cindy commented. "I attended the ground-breaking ceremony in October 2011, and it was really exciting to see the plant built and almost ready to operate. For a plant of this size, the execution was amazing to see, and a showpiece for sceptics that cellulosic ethanol could be a reality."

It is also exciting to see the effect that the PROESATM sugar platform is having on the whole industry, with numerous joint ventures and licensing opportunities around the world, including Novozymes, Gevo, Graal Bio, and others.

A joint venture between Chemtex and TPG, this plant is the world's first and largest commercial cellulosic ethanol plant, with a production capacity of 20,000 gallons. The plant is targeted to be producing ethanol by the end of 2012. Westar assisted Chemtex with their \$99 million USDA loan guarantee for their first commercial U.S. plant in North Carolina by writing the feasibility study and preparing the loan guarantee package. Cindy also commented that "Not only is the technology going to change the scope of worldwide opportunities for both biofuels and biochemicals, but the Chemtex team is a great group to work with. I am proud of the achievements that we have been able to accomplish together."



*Left to Right: Cindy Thyfault, CEO, Westar Trade Resources; Guido Ghisolfi, CEO, Chemtex International; and Michael Richardson and Nicoletta Postiglione, U.S. Commercial Service (Milan, Italy).*



*Above: Chemtex Plant in Crescentino (Milan, Italy).*

### ***Elite Pumping Services, LLC Awarded USDA Business & Industry Loan Guarantee***

Westar client Elite Pumping Services of Greenwood, LA was recently awarded a \$5 million loan guarantee to expand its coil tubing services. The funds will be used to purchase a coil tubing unit, fluid pumps and all other ancillary equipment which will be utilized by oil and gas companies.

The project award is timely in terms of industry needs as there is increasing demand for cost effective oil and gas extraction methods. Coil tubing services represents one of the fastest growing segments due to

shale oil and gas discoveries. The coil tubing expansion project is expected to yield between 16 and 20 new jobs. The positions will include office personnel, field operators and field supervisors.

## **Westar's International Initiatives**

### ***Berlin Airshow***

Westar Founder and CEO, Cindy Thyfault, travelled to Berlin this past September to speak at the ILA Berlin Airshow where she spoke at the CAAFI and AIREG event. Cindy had the opportunity to share her thoughts on the industry and the future of renewable transportation fuels and connected with key players in the industry. The event featured German, European, and U.S. leadership from government agencies, airlines, and the industry supply chain.

The Berlin Airshow was upheld as an unqualified success. According to the organizers, exhibitor numbers were the highest in the ILA's 100-year history, with 1,243 exhibitors from 46 countries providing an outstanding display of high-tech products from all parts of the aerospace industry. In addition, 3,600 members of the media from 65 countries provided written and broadcast coverage of events at the Berlin Air Show, ensuring it received worldwide attention.



***Left: Albert Engel, Director of Division Rural Development and Agriculture Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ); Cindy Thyfault, CEO, Westar Trade Resources; Thea Chiesa, Director, Head of Aviation, Travel and Tourism Industries, World Economic Forum; and Bernd Meissner, Managing Director, Kronstein Alternative Investment Advisors GmbH (KAIA) (Berlin, Germany).***



*Left: Cindy Thyfault, CEO, Westar Trade Resources and Susan Pond, Adjunct Professor, United States Study Center - University of Sydney at Check Point Charlie (Berlin, Germany).*

### **ICAO SUSTAF Expert Group**

Cindy Thyfault has also been an active member of the ICAO SUSTAF Working Group and travelled to Montreal this past month to participate in expert-level discussions on sustainable alternative transportation fuels.

The International Civil Aviation Organization (ICAO) develops a range of standards, policies and guidance material for the application of integrated measures to address aircraft noise and engine emissions. To enlarge its knowledge base and bring new facets to its work in minimizing the environmental impact of aviation, ICAO regularly organizes workshops to seek further advice on new and emerging issues such as the impact of alternative aviation fuels on the sustainability of future industry growth and their potential to reduce greenhouse gas emissions.

The SUSTAF experts group was created in June 2012 to further facilitate the development and deployment of sustainable alternative fuels for aviation. The SUSTAF experts group has focused its work on:

- Identifying the major short term barriers for the deployment of sustainable alternative fuels in aviation and analyzing the possible solutions to overcome these barriers; and
- Addressing the sustainability challenges of deploying sustainable alternative fuel in aviation.

The growing demand for transportation fuels globally and the importance of sustainability are key issues in determining global energy policy. Westar is proud to be a part of this initiative and looks forward to assisting in the development and implementation of worldwide policy on alternative fuels, and the rollout of SUSTAF's recommendations.

## ***Young Turkey Young America***

This Fall Westar's Project Manager, Michelle Erbeyi, also had the opportunity to participate in the Young Turkey Young America Program this past September. The first part of the program consisted of a three-city tour in the U.S. in Minneapolis, New York, and Washington D.C. During that time participants had the opportunity to meet with local, state, national, and intergovernmental officials to discuss foreign policy issues and the U.S. - Turkish bilateral relationship.

As a follow-on project, Michelle will be working with a small group of other YTYA participants to forge profitable relationships between entrepreneurs and investors in the US and Turkey by creating online resource tools for small business owners, emerging entrepreneurs, and investors in Turkey and the United States. Part of the project will include a three-part webinar series focused on energy, emerging markets, and entrepreneurship. Stayed tuned for more information on this exciting program.

See "6 Lessons From the U.S. & Turkey's Top Young Leaders," for a more detailed reflection of the experience:

[6 Lessons From the U.S. & Turkey's Top Young Leaders](#)

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