

IBNews™

International Business News

Summer, 2011



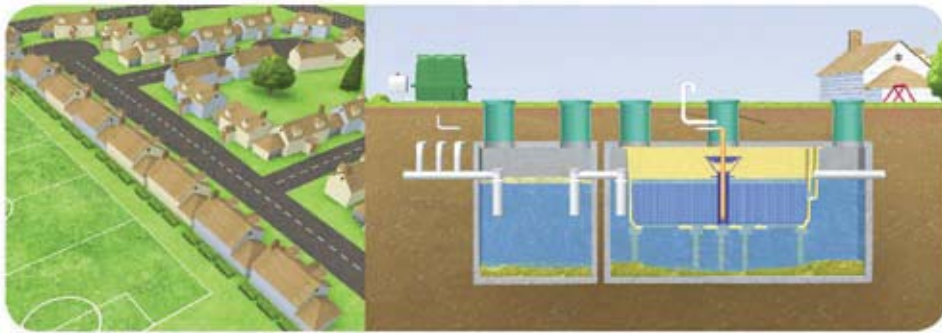
Bob Rebori
President, Bio-Microbics



In this issue:

- Turning Waste Water Into Gold Water
- Futurallia Matched Thousands
- House Small Biz Committe Addresses Export Barriers

Bio-Microbics: Turning Wastewater Into Gold Water



Shown above is a Bio-Microbics Micro-FAST® wastewater treatment system diagram for clustered subdivisions.

He's faster than a speeding bullet and flies to countries barely on the radar. And everything he touches turns crystal clear.

His name is Bob Rebori, and he heads up a small company in Shawnee, Kansas, that sells high quality, yet inexpensive wastewater treatment systems in over 60 countries.

In fact, over 60 percent of Bio-Microbics' sales flow from international markets. With tens of thousands of installations all over the world, this small Kansas company has an incredibly robust impact on worldwide water supplies.

The company snared the Kansas Exporter of the Year award in June to add to its 2009 SBA National Exporter of the Year trophy.

"We simply manufacture and sell easy-to-use wastewater systems to individuals and municipalities at a price they can afford," said Mr. Rebori, Bio-Microbics president. "The fact that we've perfected our systems and service over the past 15 years allows us to keep our pricing down making them truly affordable to many impoverished countries in Asia, Latin America and Africa."

One of the company's newest market entries is Mongolia, where in July Mr. Rebori sought out sales opportunities for its commercial wastewater systems.

Throughout most of the world, water is a precious commodity, and Bio-Microbics satisfies a truly desperate need – develop sustainable water standards and reduce dependencies on often unsafe potable water resources. Its systems are manufactured in the USA and packaged in container-ready crates for easy shipping around the globe.

Unlike more expensive wastewater systems, Bio-Microbics' wastewater systems process anywhere from its MicroFAST 500 gal/day for single family dwellings, to its MyFAST 160,000 gal/day for small communities. Each of its wastewater systems is based on the same basic components to lessen the presence of harmful pollutants from bacteria to virus, while reducing nitrogen at the same time.

In addition to its wastewater systems, Bio-Microbics produces storm water treatment systems and marine & water treatment products. Go to www.biomicrobics.com for complete product and service information.

"With worldwide trade comes the grow-

ing challenge of getting our money out of a country once we've completed a system," said Mr. Rebori. "We often have to deal with local currencies in order to get paid."

Bio-Microbics has learned to determine foreign currency fluctuation ranges so that when they are required to accept a foreign currency for their work, they can project that currency range with pretty good precision. As Mr. Rebori explains it, "We've been doing it for some time now and can pretty quickly target our price."

Another key to their financial recourse is with Ex-Im Bank. "I can't tell you how many times we've had Ex-Im step in to finance a deal for us," Mr. Rebori suggested. "They know us very well, and as a result of our participation in Futurlia KC 2011, we've opened the door to opportunity in several African countries which will get Ex-Im even more involved with financing."

IBN

For more information about Bio-Microbics, go to www.biomicrobics.com.

