

Appendix C: Useful Documents

There are literally hundreds of journals, references, studies and other types of documents which provide useful information relating to the U.S. environmental engineering market. For particular regions and narrow sector niches, firms will best locate the most appropriate journals through speaking with the state governments, industry associations, academics, and other channels mentioned throughout the main text of this study.

In the text of the report, we have suggested a number of documents that could assist Canadian firms. The following documents might be particularly useful for those firms (and governments and associations) that are seriously interested in the U.S. market. Through selecting the appropriate documents, an expenditure of around \$US 4-500 might then provide these organizations with substantial savings during the selling process.

- Manufacturing USA - \$US 169
- Service Industries USA - \$US 169 (less relevant)
- Pulp and Paper Factbook - \$US 275 (or other similar resource factbooks)
- American Consulting Engineers Council, Annual Directory - \$US 140
- Environmental Engineer Selection Guide - free
- The Cost of a Clean Environment - \$US 50
- Resource Guide to State Environmental Management - \$US 40
- Encyclopedia of Associations - \$US 305

Beyond these documents, many associations produce their own monthly or periodical publication. For example, the Water Pollution Control Federation produces the monthly *Water, Environment and Technology*, while the National Association of Environmental Professionals produces the monthly document *Environmental Professional*. Canadian firms should gather this documentation through the appropriate organizations.

Various regions also produce documents of potential interest to Canadian engineering firms. For instance, *Waste Business West* is a bi-monthly journal aimed at providing waste generating companies with information on new technologies and regulations in the Western United States. Most such documents will be identified by Canadian firms through their discussions with state governments, local associations and the like.

This appendix lists a sampling of other documents which can be collected and reviewed by interested Canadian firms.