

## The Environmental Market in Argentina

---

(consultancy, services, and equipment) to treat liquid waste in order to comply with legislation. If only one tenth of the violators in the region react and "clean up their act", a potential market of more than USD 600 million will open in which Canadian suppliers of services and equipment could compete.

As far as equipment is concerned, consultants say local suppliers will not be able to meet the demand, and apparently, imports should account for approximately 60% of this market segment, in the years to come. In consultancy, local firms usually charge less than the international fees and have an immediate availability advantage. However, many of them are in search of *cooperation agreements* with specialized environmental firms from developed countries.

According to the Industrial Union of Argentina (UIA), the main industrial provinces are , in order of importance: Buenos Aires (along with the Capital), Córdoba, and Santa Fe.

### Medium to long-term need:

Investments are also needed in *basic sanitation*, to improve the supply of potable water, sewage systems, and processing of liquid wastes. Privatizations of such services have been and are being conducted through public international calls for bids. Such privatizations, as in the case of the provincial department of sanitation of Tucumán, can take the form of a concession, not to exceed 30 years. A surge in demand is expected in this field. According to the director of pollution control at the *Secretariat of Natural Resources and Human Environment (SRNAH)*, the provinces of Jujuy and Salta are about to privatize their sanitation services. Health authorities (sanitation departments) in the different provinces should be contacted (re: Appendix 2).

Demand for the *processing of pathological wastes* is also important. To comply with legislation, public and private hospitals, as well as pathological and veterinarian clinics must deliver their wastes to processing plants.

Water erosion (in the provinces of Buenos Aires and in the littoral) and wind erosion (in the western Argentine provinces and Patagonia) have damaged the landscape in Argentina and therefore, are of concern to those within the *agricultural sector*. The country's rainfall system allows for approximately 25% of its continental territory to be regarded as humid, while the remaining 75% suffers, in one way or the other, from the lack of water, as far as agricultural production is concerned. In the lowest arid regions, agriculture cannot be practiced without an irrigation system. Due to irregular weather patterns throughout the country, droughts and flooding are not uncommon.