
The document entitled *Doing Business with the Department of Energy* is a useful source for Canadian firms and is available free from (202) 254-5583.

Paul Grimm of DOE's Environmental Restoration and Waste Management section would be a useful source for Canadian firms interested in potential DOE work. He can be contacted at (202) 586-7709. Other possible contacts include the following:

<i>Contact</i>	<i>Group</i>	<i>Telephone</i>
Henry Garson	Office of the Environment	(202) 586-7413
Diane Morales	Office of the Environment, Safety and Health	(202) 586-6151
Kathleen Taimi	Office of Environmental Compliance	(202) 586-5518
John Tseng	Office of Environmental Guidance and Compliance	(202) 586-5680
Leo Duffy	Environmental Restoration and Waste Management	(202) 586-7710
Robert Barber	Office of Risk Analysis and Technology	(301) 353-3477

If the contact is no longer in the position, Canadian firms should ask for the Environmental Restoration Division.

9.4 State Governments

In addition to spending large amounts on environmental goods and services, the state governments are perhaps one of the best sources of information on the industry, including information such as industrial permits and compliance orders (which could lead to identifying laggard companies).

The Council of State Governments is an excellent source of information for Canadian engineering firms looking to penetrate markets in particular states. The Council produces a document entitled *Resource Guide to State Environmental Management* which encompasses a broad range of information such as:

- Organization Charts of State Environment Departments;
- State expenditures by 15 environmental categories;
- State environmental orientation (per-capita spending and percent of total budget);
- Number of manufacturers by State;
- Names, positions, and telephone numbers for the 80 most important State government environmental officials in each State. These contacts cover all facets of state environmental management.

To obtain this \$US 40 document, contact the Council in Lexington, Kentucky at (606) 231-1866. It should be purchased by all Canadian firms who are seriously interested in entering regional markets in the United States. Technical information on the document can be obtained from Steven Brown at the above number.