

ENVIRONMENTAL MARKET:

The US environmental market (estimated to be worth more than US \$130 billion) has an average growth rate of an astonishing 15% per annum. It represents over 2% of American GNP and by the year 2000 is expected to be equivalent in size to the defence market - or about 3% of GNP. Nearly 70,000 businesses, employing some 2 million Americans, sell to the market.

The Environmental Engineering and Consulting market is one of the market's key sectors, with estimated expenditures of US \$ 12 billion in 1990 and an average annual growth rate of 16%. **The Hazardous Waste Management segment** (worth over \$ 13 billion annually) is essentially a low technology market at this time. However, there is a strong existing need for hazardous waste treatment systems, monitoring systems, and instrument supply and good long-term potential for high technology products in the areas of bio-remediation, fixation/stabilization, and thermal destruction. **The Remediation market** is worth some \$ 3 billion annually. There are currently 1,200 sites on the Superfund (ie national priority) list for clean up and 30,000 industrial sites already identified as requiring clean up (out of an estimated 130,000 to 425,000 industrial sites in total). The number of identified sites continues to grow rapidly. Current estimates for the multi-year costs of cleaning up key **public sector sites** (mostly Dept. of Defense and Dept. of Energy Superfund sites) exceed US \$300 billion. **Private sector clean up estimates** are over \$ 100 billion. Clean up costs for all currently identified sites now exceed US\$ 1 trillion. The need to undertake clean ups more efficiently is fostering the development of sophisticated new remediation technologies including: thermal, biological, vacuum extraction, stabilization, solvent extraction, soil washing, in-situ vitrification, supercritical fluid extraction, and molten glass furnaces. There is a strong need for incineration technologies and equipment for on-site use. **The Nuclear Waste Management market** (worth an estimated US\$ 1 billion in 1990) includes clean up of former DOE and DoD sites as well as management at power utility sites. Key areas for future technology growth and needs include robotics, nuclear bio-remediation, and materials for waste stabilization and solidification. **The Analytical Services market** (worth some US\$ 2 billion) is largely driven by regulatory requirements for constant analyses of soil, water and air for a range of toxic substances. Long term growth, however, is likely to be quite flat when compared with other market segments.

Contact: David Weiner, Tel: (202) 682-7745 Fax: (202) 682-7619