

4.2.6	Management Consulting Firms	
4.2.7	Industry Associations and Lobby Groups	
4.3	Canadian Firms in the United States - Lessons and Case Studies	43
4.4	Advice from American Manufacturers	47
4.4.1	Purchasing Process	
4.4.2	Selection Criteria	
4.4.3	Perceptions of Canadian Capabilities	
4.4.4	Spending Trends	
4.5	Advice from Other American Sources	51
4.5.1	Engineering Consulting Firms	
4.5.2	Utilities	
4.5.3	Universities	
4.5.4	Municipalities	
4.5.5	Conclusions	

LIST OF APPENDICES

- Appendix A: Canadian Government Assistance
- Appendix B: Environmental Trade Shows
- Appendix C: List of Industry Interviewees
- Appendix D: State Government Contacts
- Appendix E: Useful Documents
- Appendix F: Contacts at U.S. Universities
- Appendix G: U.S. Engineering Firms
- Appendix H: SIC Codes - Manufacturing and Services