Table of Contents

EXECUTIVE SUMMARY	i
SECTION ONE: INTRODUCTION	1
1.1 Rationale for the Study	1
1.2 Study Objectives 1.2.1 General Objectives	4
1.2.2 Specific Objectives	,
1.3 Organization of the Report	6
SECTION TWO: THE U.S. MARKET	7
2.1 Summary of the Market	7
2.2 Environmental Market by Region and Segment	. 9
2.2.1 The Eastern Seaboard Market 2.2.2 The Market by Segment	•
2.2.2 The Warket by Segment 2.3 Environmental Market Trends and Characteristics	14
2.4 Major Legislation	17
2.5 The Liability Issue	19
SECTION THREE: BEING PREPARED	21
SECTION FOUR: IDENTIFYING OPPORTUNITIES	25
4.1 Identifying Potential U.S. Clients	25
4.1.1 Manufacturing Clients and Contacts	23
4.1.2 Service Industry Clients and Contacts	
4.1.3 Resource Clients and Contacts	
4.1.4 American Engineering Firms	
4.1.5 American Governments	
4.2 Using Your Existing Contact Base	34
4.2.1 Foreign Companies with Canadian Investments	
4.2.2 Canadian Companies with American Investments	
4.2.3 Canadian Governments 4.2.4 Other Private Firms	
4.2.5 Companies Owing Offsets	
4.2.3 Companies Owing Offsets	