
The federal department of Industry, Science and Technology is the responsible government department. For further information on the program, contact the appropriate Director of Industrial Benefits in the Department.⁴

10.5 Canadian Governments

The federal and provincial governments represent very useful contacts for Canadian firms in a number of ways. These are described in Appendix A.

At the federal level, the industry department (ISTC) and the trade department (EAITC) are the most relevant to Canadian firms interested in the U.S. market. The former provides industry sector information and insight, while the latter provides a range of export programs and services both in Canada and in the United States. For instance, EAITC Trade Commissioners can promote Canadian firms to local customers, recommend appropriate trade fairs and marketing channels, identify information on potential foreign partners, and assist with joint venturing and other strategic arrangements.

In some instances, there may be in existence international agreements between Canadian and American departments. For example, the U.S. DOE and Canada's AECL have a formal agreement in place to conduct joint experimental and analytical development activities to dispose of spent nuclear fuel and high-level waste. Clearly, firms working with Canadian departments in areas where bilateral agreements exist should explore opportunities to gain U.S. business through these agreements.

The following Canadian Consulates all have designated environmental contacts. The telephone numbers are as indicated in Appendix A.

Atlanta - John Alexander
Boston - Martin Robichaud
Chicago - Mathew Share
Cleveland - Joseph Mikula
Dallas (Houston) - Nancy Jo Mayeux
Detroit - Anne Cascadden
Los Angeles - Michael Pascal, Mark Ritchie
Minneapolis - Jim Brompton
New York - Don Russell

⁴ If a Canadian engineering firm is seriously pursuing this angle as a possible route to a contract, it is best that the firm first talk with the appropriate person in the Canadian federal government. Currently, these are Rick Rantz at (613) 954-3425, Rick Thomas at (613) 954-3748, and Mike Taylor at (613) 954-3740.