

leaders in environmental remediation and recycling and is the location of the Department of Energy Hanford Nuclear Site which has been designated the world's largest clean-up project. The Energy Department is spending in excess of \$218 million to build a lab run by Battelle that will conduct research using microbes to clean up contaminated groundwater and vitrification (a technique for containing wastes by encasing them in a glasslike substance). Washington's environmental industry is strongest in remediation (especially bioremediation), environmental review and environmental engineering and industry players are open to partnering with Canadian firms offering complementary niche technologies and services. Key areas of focus are hazardous/toxic waste management, water and waste water management and pollution prevention programs. Canadian firms need some form of local presence or industry-acclaimed expertise.

MARINE

The commercial marine sector represents a number of opportunities for Canadian suppliers. Washington is home to the 2nd largest container import/export activity in the U.S. The Port of Seattle (4th largest in the U.S.) is the Trans-Pacific's great circle route and gateway for the lower 48 states, Alaska and Asia. The PNW fishing fleet harvests in excess of 40% of the nation's total seafood providing further opportunities for Canadian companies. The recreational marine sector is one of the strongest in the U.S. The annual Seattle boat show attracts over 100,000 visitors with displays of inflatables, 60 ft. motor yachts, replacement motors, safety and communications equipment, etc. It is estimated that 50% of the 500 exhibitors make 25% of their total annual sales during this show. Canadian recreational marine suppliers with competitively priced products should seriously consider this event.

AIRPORT EQUIPMENT AND SERVICES

Purchase of equipment and services for the major airports in this territory are handled by each state's respective port authority. The Port of Seattle purchases approximately \$40 million of goods and services annually for maintenance, repair, operations and capital equipment. There is a good market for competitively priced Canadian products and services. Sea-Tac Airport is presently completing the final phase of an environmental impact study for development of a third all-weather runway. Purchasing for both marine and air operations is centralized: Contact Mr. Timothy Jayne, Senior Buyer at 206-728-3237; Address - Port of Seattle, P.O. Box 1209, Seattle, WA 98111.