

circuit boards and other electronic components; local area network products; and data communication equipment.

Denver, home of a satellite Trade office with jurisdiction in Colorado and Wyoming, is an important regional business, transportation, services and communications center. Canadian capital and expertise has played a leading role in the region. Export opportunities are good in a number of sectors, notably for products and services from the western provinces. Colorado is home to a growing number of advanced technology firms in areas such as computer peripherals, GIS, and aerospace. Construction of the new Denver International Airport is underway and a light rail system is planned.

Utah, with a population of only 2 million, is a small market, but home to a number of important defence contractors, including Thiokol, E-Systems, Hercules and Williams Research. Salt Lake City is also considering a new rapid transit system.

Many of the distributors servicing Hawaii are based in San Francisco and some Canadian products find their way to the islands unbeknownst to our exporters. Hawaii offers good potential for products and services related to tourism, agriculture and food processing, and marine services.

New potential will result from the new airport planned for Denver, and from expansion of cruise ship operations to Canada resulting from changed U.S. regulations. We will continue to promote growth of traffic from Hawaii and Utah, and of conventions, conferences and incentive travel in Canada.

ENVIRONMENTAL PRODUCTS AND SERVICES

The environmental industry in California is very much regulatory driven with the state setting the pace for the rest of the country. The Federal Environmental Protection Agency frequently patterns its regulations after California's. The recently created California EPA unites the various regulatory agencies under one umbrella, resulting in a more efficient regulatory system. These agencies are located in Sacramento, a two hour drive from San Francisco. If a new environmental technology is accepted in California, it will usually be accepted in the rest of the U.S. This makes the state a good starting point and testing ground for the U.S. market. The Northern California environmental products/services market is estimated to be greater than \$8 billion in 1993 and more than \$9 billion in 1994.

Hazardous waste management currently shows the highest growth rate in the environmental services field, at some 30 percent. Treatment, storage and disposal facilities are a primary target; the EPA proposes national corrective action that some say will rival in scope and impact the Superfund program for remediation of uncontrolled hazardous waste sites. Thus **site remediation** of the Department of Defense, the Department of Energy, state, municipal and industrial land must be urgently undertaken.