

most countries are similar to those found in Canada and the United States.

Reality: Few countries outside of Western Europe have the laboratory equipment available to complete analytical protocols commonly required in Canada or the United States. This limitation is amplified by the general lack of stringent laboratory quality control procedures which often leads to questionable and unreliable analytical results. An adequate supply of chemical reagents for even routine testing purposes are often not available.

In addition to laboratory limitations, the remediation technologies employed are often primitive at best. For example: there are many companies and salesmen selling very questionable remediation systems such as the clean-up of groundwater by passing it through strong magnetic fields.

Myth #3: Foreign governments seek the assistance and provide support for encouraging environmental consultants to enter into the development of environmental regulation and remediation activities.

Reality: Most foreign governments pay only polite attention to environmental consultants and at this point in time rarely follow recommendations of such consultants. Many of the major "environmental polluter industries" on a world-wide basis are government owned and operated. For this reason, governments prefer not to have the interference of environmental consultants since such countries can ill afford to remediate the environment or adjust their manufacturing practices without significant costs.

Myth #4: There are unlimited joint venture opportunities ready to start environmental consulting activities and the domestic partner has all of the government co-operation to complete environmental research.

Reality: There are more joint ventures available than capital to support the effort. The joint venture partner in most overseas efforts has no capital, can provide only basic personnel, but no funds, no equipment, no workplace and no sanctioned projects. In Russia for example, unless the foreign partner can invest significant funds, there is no way to start. In addition, there will be no cash flow generated from the project because of the government's inability to pay and industry's refusal to pay since most are government owned. So even though there may be a willing partner, there is no business which can pay for the work with strong government support.

Myth #5: I need a partner in every country where I wish to do business.