

Penetrating the U.S. Environmental Market: Prospects and Strategies for Canadian Consulting Engineers

Table of Contents

EXECUTIVE SUMMARY	i
SECTION ONE: MARKET OVERVIEW	1
1.1 Market Overview	1
1.2 Environmental Market Characteristics	3
1.3 Environmental Market Trends	8
SECTION TWO: LIABILITY AND LEGISLATIVE CONSIDERATIONS	12
2.1 Important Environmental Legislation	12
2.2 The Liability Issue	15
SECTION THREE: MARKET COMPONENTS	19
3.1 Air Pollution Control	19
3.2 Water and Wastewater Treatment	19
3.3 Solid Waste Management	20
3.4 Hazardous Waste Management	21
SECTION FOUR: THE PRIVATE SECTOR MARKET	23
SECTION FIVE: THE PUBLIC SECTOR MARKET	26
5.1 Federal Environmental Protection Agency	26
5.2 Federal Department of Defense	28
5.3 Federal Department of Energy	29
5.4 Other Federal Departments	30
5.5 State Governments	30
5.6 Municipal Governments	31
SECTION SIX: THE WESTERN U.S. MARKET	32
SECTION SEVEN: ARE YOU PREPARED TO ENTER THE U.S. MARKET	35
7.1 Are You Prepared?	35
7.1.1 Why Make the Effort?	
7.1.2 The Risks and How to Minimize Them	
7.1.3 Formulating a Plan	
7.1.4 Why Partner?	
7.1.5 Selecting a Partner	
7.1.6 Conducting Good Interviews	
SECTION EIGHT: IDENTIFYING PRIVATE SECTOR OPPORTUNITIES	42
8.1 Manufacturing Clients and Contacts	42
8.2 High Technology and Research Clients	44
8.3 Service Industry Clients and Contacts	45
8.4 Resource Clients and Contacts	46
8.5 American Engineering Firms	47

43-266-064

Dept. of External Affairs
Min. des Affaires extérieures

JUL 26 1994
JUL

RETURN TO DEPARTMENTAL LIBRARY
RETOURNER A LA BIBLIOTHEQUE DU MINISTERE