## Prospecting Guide



• Environmental exports are rising at a high rate–15% per year from 1996 to 2000–and are projected to grow 7% in 2005.

## Air Pollution Control Technologies (APC)

- Canada provides excellent and customized engineering, consulting, laboratory and analytical services.
- Canadian companies specialize in customized and niche technologies to reduce industrial emissions and transportation emissions. Canada is also recognized for its expertise in indoor air quality technologies.
- Over 50 Canadian companies offer APC services and products.
- Between 1998 and 2003, Canadian international sales of APC services and products grew at an average annual rate of 8.4%.
- Canada sells over \$300 million annually in APC services and products worldwide. Almost one third of all Canadian environmental export sales. International customers include the United States, the United Kingdom, Germany and Japan.

## Water and Wastewater Technologies

- Canada is a world leader in water and wastewater treatment systems.
- Canada is particularly recognized for: disinfection technologies; physical, chemical, biological biosolids treatment; specialized pumps; gates and valves; energy recovery systems; and instrumentation and monitoring.
- Canada has over 700 water and wastewater treatment firms that account for 21% of Canadian environmental exports. Major clients can be found all around the world.

## Water and Wastewater Technologies

- Canadian waste management equipment and services have been growing at an average annual rate
  of 26%.
- Canadian firms offer specialized waste services and technologies for various industries including mining and mineral processing, oil and gas, pharmaceutical, electrical power generation, electronic waste and pulp and paper.
- Canada's international sales of waste management equipment account for 22% of total Canadian environmental exports. Most purchases are generated by customers in the United States, Europe and Asia.