

## APPENDICES

1. Interview Comments
2. NYSDEC "Intended Use Plan Project Priority System, 1992"
3. Government of Ontario "The U.S. Opportunities for Ontario Environmental Protection Products and Services"
4. NYSDEC "Division of Water Annual Report, State Fiscal Year 1991/1992"
5. NYSDEC "Descriptive Data of Sewage Treatment Plants in New York State"
6. Canadian Government, EAITC "Penetrating the U.S. Environmental Market: Prospects and Strategies for Canadian Consulting Engineers"
7. NYSDEC Division of Water Organizational Chart and Phone Directory
8. NYSDEC Division of Water Publications
9. U.S. Federal Government Bookstores
10. EPA Major Industrial & Municipal Facilities in New York State
11. "Environment Today" Top 100 U.S. Environmental Consulting Firms
12. EI Environmental Services Directory
13. Directory of Wastewater Environmental Firms
14. Dodge Reports
15. The Green Book Report - Mid Atlantic
16. Environmental Manufacturers' Agents in New York State

Numerous studies, as well as interviews with Canadian companies that have successfully penetrated the market, all suggest a U.S. corporation or subsidiary and a physical presence is needed for the following reasons:

- 1) Service is essential and the closer the office the better the psychological feeling of support.
- 2) The U.S. is litigation oriented and wants to have access in the event something goes wrong. This should not be a discouragement. Insurance typically is 3% of sales and the trend is to discourage lawsuits or settle out of court.