

basis, there is substantial purchasing from outside suppliers. As regards the automotive aftermarket, most sales are to warehousing operations.

There is some production of aircraft engines and aircraft parts for the military market.

The Canada-United States Automotive Agreement (with respect to OEM) and the Canada-United States Defence Production Sharing Program are important export factors for the Canadian transportation equipment manufacturing sector (*see section VI, Customs Regulations and Documentation*).

Chemicals and Related Products

Manufacturers involved in these industries tend to locate along the banks of rivers forming the boundaries between Ohio and Kentucky, and Ohio and West Virginia. Plants are also located in major metropolitan centres. This sector of Ohio's industrial complex is primarily involved in the production of paints, varnishes, glass, synthetic textiles, industrial chemicals and chemical preparations.

Rubber and Plastic Products

Akron, Ohio, the manufacturing and research and development centre of the American rubber industry, is primarily involved in the production of tires, apparel, and specialized related products. In addition, the region is a leading producer of industrial and consumer plastic products.

Defence Products

Access to the U.S. defence equipment market is facilitated by the Canada-U.S. Defence Development and Defence Production Sharing Arrangements, under the terms of which Canadian-made defence equipment can be imported into the U.S. duty-free and without the application of Buy America restrictions. Local buyers therefore evaluate Canadian firms on the same price-quality-delivery formula applied to American suppliers.

Information on marketing to the U.S. Department of Defense, to U.S. Defense contractors, and on the Canada-United States Defence Sharing Arrangements can be obtained from:

Director, U.S. Division (TDU)
Defence Programs Bureau