

and electronic equipment, construction products, and food and consumer items. Opportunities also exist for sales by various Canadian service industries.

### **Primary Metal Industries**

Concentrated in northeastern Ohio and western Pennsylvania, this industry sector is the largest employer in the territory. In addition to raw steel, there are many foundries, casting and drawing operations. Canada is a major supplier of raw materials to this area, particularly ore and ore concentrates.

### **Machinery**

Northeast Ohio, western Pennsylvania, southwestern Ohio and northern Kentucky are major manufacturing centres of machinery products. The list includes construction and industrial machinery and equipment, machine tools, pumps and pump equipment, and ball and roller bearings. Those manufacturing operations are fertile ground for sales of Canadian-made castings and forgings.

### **Fabricated Metal Products**

Supporting the automotive and construction equipment industries is considerable production of forgings, stampings and other basic components throughout the Ohio market. In addition, the area's expertise in primary metal products and machine tools encourages manufacturing in allied sectors. Principal products are hardware, door frames, steel metalwork, fasteners, forgings, stampings, and valve and pipe fittings, all of which provide a potential market for Canadian-made components.

### **Electrical Equipment and Supplies**

All the metropolitan areas have major manufacturers in this field — specifically electric motors, generators, household appliances and telephone and communications equipment. Dayton, Ohio, probably the business machine capital of North America, provides opportunities for the supply of various types of components manufactured in Canada.

### **Transportation Equipment**

Automotive parts and vehicle assembly operations are second in importance only to Michigan's. While many of the materials are purchased on an intra-corporate