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## III. ECONOMY AND INDUSTRY

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### Overview

Cleveland lies at the centre of the industrial and financial heartland of the United States and Canada. The trade program administered by the Canadian Consulate General encompasses Ohio, West Virginia, Kentucky and western Pennsylvania. The area's population approximates that of Canada, while its gross product exceeds Canada's. Trade between this area and Canada reached an unprecedented level of Can. \$11.6 billion during 1983. Canadian exports to the area totalled \$5.1 billion.

The geographic borders of the Trade and Industrial Development Program are determined by the importance of the territory as a unified industrial and marketing base for the steel, automotive, tire, coal, machine tool, paint and pigment industries. The territory is a major agricultural area and agribusiness is a substantial segment of the economic base. Corporate headquarters of 53 of *Fortune's* top 500 companies, and 60 of the next 500 are located in the area, and 600 Canadian companies report to American parent companies located here. An electrical/electronics industry is slowly developing in southwestern Ohio to complement the activities of prominent manufacturers of electrical and electronic components.

### Market Information

#### Ohio

Ohio is the nation's third most productive industrial state and ranks among the wealthier in livestock and crop receipts. It is one of the leaders in the production of lime, coal and coke, and leads the United States in a wide variety of manufactured products including tires, business machines, dies, tools and clay items. Iron, steel and other metals; cars, aircraft, boats; industrial and electrical machinery; household appliances; chemicals and plastic products help maintain Ohio's high production figures. In addition to the positive impact of manufacturing activity, the area's