

The housing construction industry has been in a slump since late 1979. The States of Michigan and Indiana have suffered proportionately with the rest of the country, but the home improvement market is still strong. The Energy Tax Credit has helped sustain the demand for replacement windows, fireplace doors, insulation and other energy-saving items and devices.

Canadian companies can also look for opportunities in an expanding market for contract office furniture and office systems.

## Defence Products

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

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

Defence Programs Bureau (TDD)  
Department of External Affairs  
125 Sussex Drive  
Ottawa, Ontario  
K1A 0G2

Headquarters of the U.S. Army Tank Automotive Command lies within the area of responsibility of the Detroit trade office and provides opportunities for suppliers of vehicle systems and for aftermarket auto components (i.e. components for trucks, trailers and off-highway equipment). It should be noted that many of the American companies supplying vehicles and components to the heavy auto sector are also suppliers to the military part of that market. There are also some opportunities for research and development related to military vehicle programs.

The Detroit Consulate General, Commercial Division, maintains an office at Headquarters, U.S. Army Tank Automotive Command in order to assist Canadian