

It should be noted that the Canadian Commercial Corporation (CCC) receives bid packages from American military procurement agencies. Suppliers should establish contact with the CCC to obtain information on such opportunities, and can receive bid packages directly from the agencies if they have registered with them. Responses to direct solicitation must be submitted through the CCC.

Export Opportunities

The prime economic catalyst in the consulate's territory is steel. Steel will continue to be in demand for the automotive industry, the reconstruction of older bridges, dams, locks, railroads and port facilities, and for the upgrading of defence installations and equipment. Agribusiness is the number one business in Ohio and provides worthwhile opportunities for Canadian agricultural machinery manufacturers.

Heavy commercial development throughout the Consulate General's territory means excellent opportunities for Canadian manufacturers of building products, and Canadian developers. The commercial building boom is also creating a solid and continuing nearby market for Canadian furniture manufacturers and interior designers. There are also first-class opportunities for Canadian boatmakers and accessories manufacturers to capitalize on the well established Lake Erie boating market. Lifestyles in Ohio and western Pennsylvania are markedly similar to those in Canada, with resulting benefits to Canadian manufacturers of consumer products who can capitalize on this large, wealthy market.