

HF  
3227  
.C35  
United  
States  
1981

markets  
for canadian  
exporters

**UNITED STATES**

**EASTERN MIDWEST**



# MARKETS FOR CANADIAN EXPORTERS

## EASTERN MIDWEST

TRADE OFFICE RESPONSIBLE:	TOTAL TRADE TERRITORY:
Cleveland	States of Ohio, Kentucky, West Virginia, western Pennsylvania

### FOR FURTHER INFORMATION:

Commercial Division  
Canadian Consulate General  
Illuminating Building  
55 Public Square  
Cleveland, OH 44113

Tel: (216) 771-0151  
Telex: 009-85364 (DOMCAN CLV)

U.S. Market Development Bureau  
Department of Industry,  
Trade and Commerce  
Ottawa, Ontario  
K1A 0H5

Tel: (613) 593-5467  
Telex: 053-4124

Ottawa, Canada, 1981

# CONTENTS

(\* Denotes a 1979 estimate)

## Eastern Midwest Area Serviced by the Cleveland Consulate

Area: 317,156 km<sup>2</sup> (122,459 sq. mi.)

Population: 40,315,500\*

Average Per Capita Income: \$8,904

Value Added by Manufacturers (1977): \$50 billion

THE MARKET ..... 5

I. GENERAL ..... 6

### Ohio

II. ECONOMY AND INDUSTRY ..... 8

Area: 106,754 km<sup>2</sup> (41,222 sq. mi.)

III. SELLING TO THE EASTERN MIDWEST STATES ..... 12

Capital: Columbus

Per Capita Income: \$8,905\*

IV. SERVICES FOR EXPORTERS ..... 14

Leading Industries: Transportation equipment, primary steels, fabricated metal products

V. CUSTOMS REGULATIONS AND DOCUMENTATION ..... 16

Value Added by Manufacturers (1978): \$57.7 billion

VI. YOUR BUSINESS VISIT TO THE EASTERN MIDWEST STATES ..... 25

VII. USEFUL ADDRESSES ..... 26

VII. USEFUL ADDRESSES ..... 26

Area: 50,922 km<sup>2</sup> (19,681 sq. mi.)

Population: 10,315,500\*

APPENDIX I — COUNTIES OF PENNSYLVANIA COVERED BY THE CANADIAN CONSULATE AT CLEVELAND ..... 28

Capital: Harrisburg (Philadelphia)

Per Capita Income: \$8,922\*

Main Commercial Centres: Pittsburgh, Erie

APPENDIX II — STATISTICS ..... 28

Leading Industries: Mining, machinery, transportation equipment, apparel and textiles, electrical and electronics

Value Added by Manufacturers (1977): \$9.5 billion

### Kentucky

Area: 104,622 km<sup>2</sup> (40,395 sq. mi.)

Population: 3,554,300\*

Capital: Frankfort

Per Capita Income: \$7,618\*

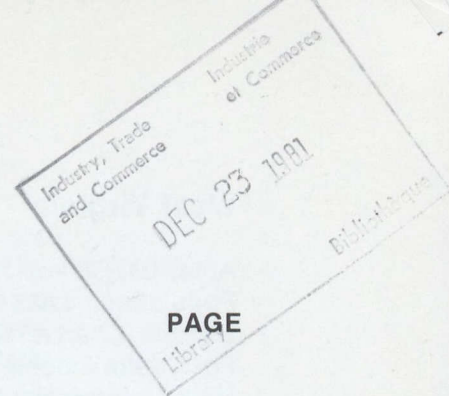
Main Commercial Centres: Louisville, Lexington

Leading Industries: Mining, apparel and textile products, lumber, tobacco, horses, food

products, metal products, chemicals, transportation equipment,

electrical equipment.

Value Added by Manufacturers (1978): \$8.6 billion







## THE MARKET

(\* Denotes a 1979 estimate)

### Eastern Midwest Area Serviced by the Cleveland Consulate

Area: 317,156 km<sup>2</sup> (122,459 sq. mi.)

Population: 19,815,500\*

Average Per Capita Income: \$8,904\*

Value Added by Manufacturers (1977): \$50 billion

### Ohio

#### Excluding Toledo (Lucas and Wood Counties)

Area: 106,754 km<sup>2</sup> (41,222 sq. mi.)

Population: 10,236,000\*

Capital: Columbus

Per Capita Income: \$8,905\*

Main Commercial Centres: Cleveland, Cincinnati, Columbus, Dayton, Akron, Canton, Youngstown

Leading Industries: Transportation equipment, primary steels, fabricated metal products, rubber and plastics, machinery, electrical equipment, food and allied products, mining, chemicals.

Value Added by Manufacturers (1978): \$37.7 billion

### Western Pennsylvania

Area: 50,922 km<sup>2</sup> (19,661 sq. mi.)

Population: 4,139,500\*

Capital: Harrisburg (Philadelphia Consulate)

Per Capita Income: \$8,922\*

Main Commercial Centres: Pittsburgh, Erie

Leading Industries: Primary metal industries, fabricated metal products, mining, machinery, transportation equipment, apparel and textiles, electrical and electronics, chemicals, food products.

Value Added by Manufacturers (1977): \$9.5 billion

### Kentucky

Area: 104,622 km<sup>2</sup> (40,395 sq. mi.)

Population: 3,554,300\*

Capital: Frankfort

Per Capita Income: \$7,616\*

Main Commercial Centres: Louisville, Lexington

Leading Industries: Mining, apparel and textile products, lumber, tobacco, horses, food products, metal products, chemicals, transportation equipment, electrical equipment.

Value Added by Manufacturers (1978): \$8.6 billion

## **West Virginia**

Area: 54,858 km<sup>2</sup> (21,181 sq. mi.)

Population: 1,885,000\*

Capital: Charleston

Per Capita Income: \$7,623\*

Main Commercial Centres: Huntington, Charleston

Leading Industries: Mining, primary metal industries, chemicals and allied products, food and allied products

Value Added by Manufacturers (1978): \$3.6 billion

### **Principal Cities and Towns, Metropolitan Populations (1979 estimates)**

Pittsburgh, Pennsylvania, 2,249,700

Cleveland, Ohio, 1,934,400

Cincinnati, Ohio, 1,385,800

Columbus, Ohio, 1,110,200

Louisville, Kentucky, 893,400

Dayton, Ohio, 838,100

Akron, Ohio, 659,500

Canton, Ohio, 407,800

Lexington-Fayette, Kentucky, 309,000

Huntington (West Virginia)-Ashland (Kentucky), 302,000

Erie, Pennsylvania, 268,300

Charleston, West Virginia, 260,000

## **I. GENERAL**

### **Area and Geography**

The Commercial Division of the Canadian Consulate in Cleveland is responsible for the states of Ohio (excluding Lucas and Wood Counties), Kentucky, West Virginia and western Pennsylvania. Names of the counties in Pennsylvania covered by the consulate are listed in Appendix I. While the total area is slightly less than one-third the size of the province of Ontario, the population approximates that of Canada. Although a common border is shared with Canada on Lake Erie, access is primarily by land through Detroit or Buffalo or via commercial airlines.

Geographically the area is as diverse as its economy, from the rolling foothills of the Allegheny Mountains in the east to the flatlands of the Midwest. The proximity of Lake Erie provides excellent port facilities for handling bulk cargoes from Canada.

### **Climate**

The climate follows Midwest seasonal patterns, with the northern sectors under strong modifying influences from Lake Erie. This contributes to fewer days with temperatures above 32.2°C (90°F) than most large northern cities, and also creates milder winters.

### **Local Time**

The entire territory lies within the Eastern Standard Time zone.



## Weights and Measures; Electricity

American units of measure differing from their Canadian namesakes are:

One U.S. pint	16 fluid ounces	473.1 millilitres
One U.S. quart	32 fluid ounces	946.2 millilitres
One U.S. gallon	128 fluid ounces	3.8 litres
Imperial gallon	1.2 U.S. fluid gallons	4.5 litres

## Public Holidays\*

New Year's Day	January 1
Washington's Birthday	February, third Monday
Memorial Day	May, last Monday
Independence Day	July 4
Labor Day	September, first Monday
Columbus Day	October, second Monday
Veterans Day	November 11
Thanksgiving Day	November, fourth Tuesday
Christmas Day	December 25

\*Check with the Commercial Division, Canadian Consulate General, Cleveland, regarding local public holidays, in addition to federal public holidays, that might affect your business trip.

The Canadian Consulate General observes 11 statutory holidays that include some of each of the main American and Canadian holidays.

## Transportation

### Air

Airlines providing daily service:

Air Canada —	Cleveland-London-Toronto Cleveland-Toronto
U.S. Air —	Cleveland-Toronto Pittsburgh-Hamilton-Toronto Cleveland-Montreal
Nordair —	Pittsburgh-Toronto Pittsburgh-Montreal

All other cities of the area are serviced by local commuter air routes.

### Rail

There is no direct passenger service from this region to Canada. Both CP Freight and CN Freight maintain offices in Cleveland.

### Truck

Trucking service can be arranged through most local carriers in Canada.

### Ship

Passenger ship service to Canada is non-existent. Bulk cargoes move from Canada to the major ports of Cleveland, Ohio; Toledo, Ohio and Erie, Pennsylvania.

### Road

An excellent highway system serves the entire region.

### Highway Distances

From	To			
		Cleveland	Pittsburgh	Cincinnati
<b>Toronto</b>		486 km (302 mi.)	518 km (322 mi.)	801 km (498 mi.)
<b>Montreal</b>		957 km (595 mi.)	993 km (617 mi.)	1,363 km (847 mi.)
<b>Windsor</b>		275 km (171 mi.)	476 km (296 mi.)	428 km (266 mi.)

## II. ECONOMY AND INDUSTRY

### 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 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. \$6.5 billion during 1979. Canadian exports to the area totalled \$3.8 billion in 1980.

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.

### 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 economy benefits from substantial contributions by the farm sector as well as from mining and mineral production.

### **Western Pennsylvania**

The manufacturing base depends primarily on the steel industry, which is concentrated mainly in the Pittsburgh area. Pennsylvania leads in steel wire and structural metal production, largely due to the state's ranking as the third largest producer of coal in the U.S. Other important minerals are limestone, iron, cement, stone, petroleum, clays and zinc. The production of machinery, food processing equipment, chemicals, metal products, transportation equipment and apparel is also an integral part of the over-all economy. In addition, the rich farmlands are excellent livestock grazing areas, and fruits such as grapes, peaches, apples and cherries thrive.

### **Kentucky**

Kentucky's economy depends heavily on mining, farming and lumber production. It is the largest producer of coal in the United States and a significant supplier of fluorspar, clay, stone and petroleum, and natural gas products. The manufacturing base is increasing and diversifying, with food processing — including beverages and tobacco products — machinery, chemicals, apparel and transportation equipment the main areas of activity.

### **West Virginia**

West Virginia's economy is even more closely tied to the coal industry than that of Kentucky. Topographical features inhibit large-scale farming, although there is some activity in dairy products, poultry and cattle.

The manufacturing sector produces chemicals and synthetic fabrics, based on the state's natural resources, and is an important contributor to its economy, while production of steel, glass and pottery provides a degree of diversification.

## **INDUSTRY SECTORS OF IMPORTANCE IN THE AREA**

The strength of the economy and diversity of manufacturing operations within the region offer Canadian manufacturers sales opportunities for a wide variety of finished products such as mechanical, electrical 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 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 Defense Production Sharing Program are important export factors for the Canadian transportation equipment manufacturing sector (see section V, 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. Defense Development and Defense 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 Defense Sharing Arrangements can be obtained from:

Chief, U.S. Division  
 Defence Programs Branch (32)  
 Department of Industry, Trade and Commerce  
 235 Queen Street  
 Ottawa, Ontario  
 Canada, K1A 0H5

Significant research and development and procurement activities are carried on in the defence industries sector within the consulate's territory. An officer located at Wright Patterson Air Force Base, Dayton, Ohio, and attached to the Canadian Consulate at Cleveland, is responsible for identifying Canadian industry opportunities arising from such activities.

In general, activity at Wright Patterson involves the aerospace and electrical-electronics sectors. Additionally, significant medical research related to the air environment and toxic hazards is performed. Wright Patterson Air Force Base is also involved in the testing and proving of new weapons programs (e.g. The F-16 military aircraft). Canadian manufacturers involved at the R&D stages of a program have a better chance of becoming further involved once the program is approved for production. Subcontract requirements in the above-noted sectors have provided Canadian firms with significant opportunities.

Another area of potential opportunity for qualified Canadian firms is in co-operative research programs. These provide for Canadian firms to develop equipment for U.S. use. Funding is 50 per cent Canadian, and 50 per cent U.S.

Other military agencies in the territory provide opportunities for a variety of products, such as construction equipment and related parts, hardware, and electronic components.

Canadian companies requiring assistance in obtaining prime contracts for products and services, and research and development programs for military agencies or subcontracts from major defence industries located in the territory, should contact the Canadian Trade Commissioner at Wright Patterson Air Force Base:

Director, Defence Production  
 Canadian Department of Industry, Trade and Commerce  
 Wright Patterson Air Force Base, Dayton, OH 45433  
 Tel: (513) 225-4537  
       -4492  
       -4382

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 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'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.

## **III. SELLING TO THE EASTERN MIDWEST STATES**

### **Canadian Image**

Because of the proximity of this market, it would appear to be ready-made for Canadian products. As it is also within an 800-km (500 mi.) radius of 67 per cent of all U.S. manufacturing activity, Canadian exporters must pay particular attention to quality, service, delivery and product performance in order to compete.

Canadian suppliers can benefit from the fact that many U.S. firms do not regard Canadian products as foreign and, consequently, buy and invoice them through domestic purchasing channels. Proximity to Canada and personal and corporate connections can result in competitive transportation costs and, at times, faster delivery and a receptivity to purchasing on the same basis as from American suppliers. Those advantages do not diminish the need for Canadians to maintain strong marketing efforts in establishing acceptance of their products on the basis of design and quality.

### **Sales Effort**

Before selling in the United States, Canadian companies should be prepared to:

- 1) Pursue business on a continuing basis
- 2) Make a positive first impression to an extent that may not be considered important in Canada
- 3) Quote, deliver and follow up aggressively in competition with U.S. suppliers.

### **The Initial Approach**

The best introduction is by personal visit. Some type of representation — or distributor — may be appointed later, but large-volume buyers usually prefer to meet prospective suppliers personally.

Appointments with individual buyers are often not necessary but, as a matter of good form, it is advisable to start with directors of purchasing or their equivalent and, through them, meet the decision makers. Advance notification of your visits is recommended.

A complete presentation on the first call is important. It should include literature, specifications, samples if possible, and all the price, delivery and quality control information a buyer requires to evaluate your capabilities against his current sources. Many buyers keep up-to-date records on their suppliers. A favourable impression can result if a résumé, including the following, can be supplied at the time of a first visit:

- vendor's name, address and telephone number
- name, address and telephone number of local representative, if applicable
- date established
- size of plant
- number of employees
- principal products
- location of plant
- description of production facilities and equipment
- description of quality control facilities and procedures
- transportation facilities
- approximate yearly sales volume
- representative list of customers
- financial and credit ratings.

Before visiting this territory it is suggested that you contact the Canadian Consulate to obtain preliminary information on opportunities existing there. Your letter should contain the following:

- 1) A summary of your past experience in this market.
- 2) The channel of distribution you wish to pursue.
- 3) Prices f.o.b. factory but, also, c.i.f. destination, or an American port of entry, including U.S. Customs duty. Prices should be quoted in U.S. funds.
- 4) Delivery time scheduling from date of receipt of order.
- 5) Warranty offered.
- 6) Rate of commission to manufacturer's representative or percentage discount structure for a distributor.

## **Reciprocal Visits**

Many buying organizations survey new vendors' facilities personally before placing continuing business. If they do not visit as a matter of course, it is good strategy to invite them to do so.

## **Following Up the Initial Call**

United States buyers expect to be called on more frequently than their Canadian counterparts. That may be as often as every two weeks during some periods of the buying year. Although some Canadian companies may lack the sales force to accomplish this, the problem can be resolved by appointing a manufacturer's representative or selling through brokers, jobbers or distributors as situations warrant.

## **Price Quotations**

Quotations should be submitted both on a laid-down basis, buyer's warehouse, factory or an American port of entry, and on a f.o.b. Canadian-plant basis exclusive of Canadian sales and excise taxes. Always quote in U.S. funds unless specifically requested otherwise. The landed price should include transportation charges, U.S. Customs duties if applicable, brokerage fees and insurance. The quotation should be comparable, in format, to quotations from United States sources. Buyers cannot be expected to understand customs duties or other matters pertaining to international transactions. That is solely the responsibility of the Canadian exporter, and a cost of doing business in the U.S.

Canadian exporters may not be granted the same opportunities for renegotiating initial quotations as they have been accustomed to in Canada. That is because U.S. buyers often must work to tighter purchasing deadlines and target prices. Thus they may be required to accept an initial bid as final.

## **The Manufacturer's Representative**

The commission agent or manufacturer's representative is more commonly used in the U.S. than in Canada. The better reps are highly qualified through education, training and experience. They know their customers and call on them regularly, not only at the buying level, but also on engineering, design and quality control offices. The advantages of having a rep include economy, closer — sometimes social — contacts with buyers, and availability when problems arise. The Canadian Consulate maintains information on many of the manufacturers' representatives operating in its regions and can often provide valuable suggestions for Canadian manufacturers.

## **Delivery**

Delivery must meet customers' requirements, which can be exceptionally demanding. Many U.S. plants work with stocks of components or materials that deplete rapidly and could be shut down by delivery delays of a few hours. Failure to meet delivery schedules is certain to result in loss of future orders.

# **IV. SERVICES FOR EXPORTERS**

## **Banking**

Two Canadian banks maintain offices in the territory: the Bank of Nova Scotia in Cleveland, and the Toronto-Dominion Bank in Pittsburgh. Representatives of other Canadian banks service the region regularly. For the addresses of those and local U.S. banks, please refer to section VII.

## **Patents, Trademarks and Copyrights**

### **General**

An informative booklet entitled "General Information Concerning Patents" is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20302.

## **Patents**

All business with the Patent Office should be transacted in writing. Letters must be addressed to the Commissioner of Patents, Washington, DC 20231.

U.S. patent laws do not discriminate against the citizenship of an inventor. With certain exceptions, it is the inventor who must make application for a patent and sign the required documents.

Most inventors employ the services of patent attorneys or patent agents. Although the U.S. Patent Office cannot recommend a particular attorney or agent, it publishes a list of all registered patent attorneys and agents who are willing to accept new clients and lists them by state or province, city and country.

## **Trademarks**

A trademark relates to the name or symbol used to indicate the source or origin of products. Trademark rights prevent others from using the same trademark on identical products but do not prevent others from making them without the trademark.

Procedures for the registration of trademarks and general information are provided in a pamphlet entitled "General Information Concerning Trademarks," which can be obtained from the U.S. Patent Office.

## **Copyright**

A copyright protects the writings of an author against unauthorized copying. Literary, dramatic, musical and artistic works are included within the protection of the copyright law which, in some instances, also confers performing and recording rights. Copyright applies to the form of expression rather than the subject matter.

Note: Copyrights in the U.S. are registered with the Copyright Office in the Library of Congress. The U.S. Patent Office has nothing to do with copyrights. Information concerning copyrights can be obtained from the Registrar of Copyrights, Library of Congress, Washington, DC 20540.

## **Licensing and Joint Ventures**

If you intend to market a patented invention or product in the United States, either under a joint licensing agreement or other arrangement, there are a number of firms specializing in patent and marketing services. The Canadian Consulate can help in selecting such an organization.

## **The Canadian-American Commercial Arbitration Commission**

Reference to the commission is often made in standard commercial contracts between Canadian and American companies. In the event of disputes, a Canadian firm simply refers to the Canadian Chamber of Commerce, 1080 Beaver Hall Hill, Montréal, Québec, while the American firm consults the American Arbitration Commission, 140 West 51st Street, New York, NY 10020.

## **V. CUSTOMS REGULATIONS AND DOCUMENTATION**

### **U.S. Exports to Canada**

Enquiries concerning imports of U.S. products into Canada should be referred to the United States Embassy, 100 Wellington Street, Ottawa, or the U.S. Consulate or Consulate General in Vancouver, Calgary, Winnipeg, Toronto, Montréal, Québec, Saint John, Halifax or St. John's.

### **Canadian Export Documents**

Canadian exports to the United States, including those accompanying returned American merchandise, must be accompanied by Canada Customs export form B-13. Canada Customs requires three copies at the time of exportation, but it is expedient to prepare at least five. Two numbered copies will then be returned to the exporter, unless otherwise specified on the B-13. By doing this the exporter avoids having to submit a form C-6 for additional certified copies of the B-13 should the merchandise be returned to Canada for any reason. Two numbered copies of the B-13 must always accompany the Canada Customs entry as proof of export. The forms may be obtained from Canada Customs.

### **U.S. Customs and Market Access Information**

To succeed in the United States market, Canadian exporters require market access information falling into two basic categories: customs and noncustoms. The former covers subjects such as documentation, tariff classification, value for duty and rates of duty, while the latter relates to the many other U.S. laws affecting imports, such as food and drugs, consumer product safety, environmental protection and so on. Exporters are urged to obtain all available market access information on new products to be marketed in the U.S. from the office of United States Relations, the Department of Industry, Trade and Commerce, in Ottawa. The office is constantly liaising with U.S. Customs and other agencies on behalf of Canadian exporters and, over the years, has developed an in-depth knowledge of the interpretation and implementation of regulations governing access to the U.S. market.

The address is: Office of United States Relations  
 Department of Industry, Trade and Commerce  
 235 Queen Street  
 Ottawa, Ontario  
 K1A 0H5  
 Tel: (613) 996-5471

### **U.S. Customs Regulations and Documentation Tariff Classification and Value for Duty**

#### **Request for Prospective Rulings**

The Office of United States Relations can obtain a Prospective Customs Ruling from Washington or New York on behalf of a Canadian exporter for articles which have not yet been exported and are not currently under consideration by the U.S. Customs Service, provided that the following information is supplied: (Failure to supply complete information results in delays and confusion for the exporter.)



## **General**

- A) Provide a written request signed by a person who has a direct and demonstrable interest indicating that the merchandise or subject of the request has not previously, or is not now, under consideration by any U.S. Customs Service field office.
- B) Also, include a statement of all facts relating to the transaction, such as names and addresses and other identifying information of all interested parties (if known), the probable port of arrival in the United States, and a detailed description of the transaction appropriate to the ruling requested.

## **Tariff Classification Rulings**

Also, in addition to A and B above, the following information is required for a Tariff Classification ruling:

- 1) A full and complete description of the article.
- 2) Chief use of the article in the United States.
- 3) The commercial, common or technical description.
- 4) Metal, wood and mineral objects and combinations thereof should include a statement of the relative quantity (by weight and volume) and the value of each in order to determine the material in chief weight and value.
- 5) Textile materials and articles should be identified as in (4) and include the method of construction such as knit or woven, the fibres present in percentage by value and, if wearing apparel, for whom it is designed to be worn.
- 6) Chemical products should be identified by their specifications and chemical analysis, including a sample for U.S. Customs use. Particular reference should be made to any part of the formula that consists of a benzenoid chemical or its derivative, stating the function of such a chemical in the product.
- 7) Photographs, drawings or other pictorial representations of the articles should be submitted when samples are not provided.

## **Valuation Rulings**

In addition to items A and B, the following information is required for a Valuation Ruling:

- 1) All required information must be submitted on a U.S. special Customs invoice form 5515.
- 2) The nature of the transaction, whether f.o.b./c.i.f., ex-factory, or some other arrangement.
- 3) Relationship (if any) of interested parties, whether the transaction is at arms length (i.e. between unrelated parties), whether an agency situation exists, and an explanation or copy of any agreement, contract, or other relevant documents.

(Note: Privileged or confidential information should be clearly identified, with an explanation as to why it is considered confidential.)

## **Request for Internal Advice Rulings**

Part 177.1(a)(2) of the United States Customs Regulations requires that questions arising in connection with current or completed transactions should be resolved by means of Internal Advice Procedure at the port of entry. Requests for an internal advice ruling can be filed by either the importer or his customs broker. U.S. Customs field office personnel will review the request and notify the importer of any points with which they do not agree.

The Office of U.S. Relations can provide valuable assistance and suggestions regarding points of law and previous customs practice which may support the importer's case.

Requests for such advice should include:

- 1) Copies of all documents related to the entry of the merchandise to which the request refers, including those issued by U.S. Customs.
- 2) A statement of all facts relative to the transaction from a commercial point of view, such as domestic and foreign billing practices, price-list terms of payment, end use of the goods, literature, drawings, pictures, method of shipment and other pertinent information.
- 3) A statement generally following the outline under Request for Prospective Ruling. The U.S. Customs Service may, at its discretion, refuse to consider a request for internal advice. If the importer disagrees with the refusal, he may request a Protest Review Decision.

## **Requests for Protest Review**

When an importer does not agree with a decision of the U.S. Customs Service, he may request a Protest Review within 90 days from the date of liquidation. The Office of U.S. Relations can assist the importer and his broker by providing advice and suggestions on which information can be used to support the importer's case.

## **Entry at Customs**

Goods may be "entered for consumption" at the port of arrival in the United States, whether at seaboard or a land border, or they may be transported in bond to an inland port of entry and there entered for consumption.

For such transportation in bond to an interior port, an immediate transportation entry (I.T.) must be filled out at the port of arrival by either the consignee, the carrier, the U.S. Customs broker or any other person having a sufficient interest in the goods for that purpose. In cases where the Canadian exporter assumes responsibility for entering the goods through U.S. Customs, he may find that there are advantages in having shipments entered for consumption at the nearest or most convenient port of arrival. In this way he can remain in close touch with the broker and U.S. Customs at that port of entry. Where the U.S. purchaser intends making his own entries, it may be more convenient to have the goods transported in bond from the port of arrival to the interior port nearest the importer.

## **Who May Enter Goods**

Goods may be entered by the consignee, his authorized employee(s) or his agent. Agents who can act for importers in Customs matters are only those licensed U.S. customhouse brokers. They prepare and file the necessary Customs entries, arrange for payment of duties and release of goods.

The railway express companies or other transportation companies may be prepared in certain cases to enter packages through Customs for the account of the exporter. If there are difficulties or special problems connected with a shipment, the carriers may turn the matter over to a U.S. Customs broker at the exporter's expense.

Goods may be entered by the consignee named on the bill of lading under which they are shipped, or by the holder of the bill of lading duly endorsed by the consignee. When the goods

are consigned "to order" they may be entered by the holder of the bill of lading duly endorsed by the consignor. In most instances entry is made by a person or firm certified by the carrier to be the owner of the goods for Customs purposes. When goods are not imported by a common carrier, possession of the goods at the time of arrival in the United States is sufficient evidence of the right to make entry.

A non-resident of the United States may make entry of his own goods as may a non-resident partnership or foreign corporation. The surety on a Customs bond required from a non-resident, partnership or corporation must be incorporated in the United States. When merchandise is entered in the name of a Canadian corporation, that corporation must have a resident agent in the state of entry who is authorized to accept service of process in the corporation's behalf.

In general, to facilitate clearance of Customs it is advisable to contact a licensed U.S. Customs broker who will outline the services he can provide, particulars on brokerage fees and other related matters.

## **Documentation**

Normally the only documents required when shipping to the United States are a bill of lading, a special U.S. Customs invoice 5515, and a commercial invoice. Use of a typewriter in preparing documents is preferred; in any case, they should be legible.

(Note: Do not use red ink to fill out documents.)

## **Bills of Lading**

Normally a bill of lading for Canadian shipments is required by U.S. Customs authorities. In lieu of a bill of lading, a shipping receipt may be accepted if Customs is satisfied that a bill of lading has not been issued. Entry and release of merchandise may be permitted without a bill of lading if satisfactory bond is posted in a sum equal to one and a half times the invoice value of the merchandise. A carrier's certificate or duplicate bill of lading may, in certain circumstances, be acceptable.

## **Invoices**

Shipments in excess of \$500 U.S. and subject to an ad valorem rate of duty, conditionally duty-free, or subject to duty depending in some manner on their value, should be accompanied at entry by a U.S. special Customs invoice form 5515 and a commercial invoice. However, copies of the commercial invoice are sufficient for shipments with an aggregate value of less than \$500, duty-free shipments, or shipments of articles subject to specific rates of duty.

## **Completion of Form 5515**

U.S. Customs forms 5515 are available free of charge from U.S. consular offices in Canada or can be obtained from commercial stationers. Although only one copy is required by U.S. Customs, it is advisable to forward three: one for U.S. Customs when the goods are examined, one to accompany the entry and one for the U.S. Customs broker's file. District directors of U.S. Customs are authorized to waive production of special and commercial invoices if satisfied that the importer, because of conditions beyond his control, cannot provide a complete and accurate invoice; or that a classification, appraisalment and liquidation can properly be made

without the production of such an invoice. In the event, the importer must file the following entry:

- 1) any invoice received from the seller or shipper
- 2) a statement describing in precise detail any inaccuracies or omissions in such invoice
- 3) an executed pro forma invoice
- 4) all other information required for classification or appraisal.

Special information concerning certain classes of goods is at times required when either the Customs or commercial invoice does not provide sufficient information to permit classification and appraisal.

## **Packing Lists**

U.S. Customs authorities require three copies of a detailed packing list. It should indicate the contents of each box, barrel or package in the shipment. If the shipment is uniformly packed, this can be stated on the invoice, indicating how many items are in each container.

## **Payment of Duties**

While there is no provision for prepayment of duties in Canada before exportation to the United States, it is feasible for the Canadian exporter to arrange for payment by a U.S. Customs broker or other agent and thus be able to offer his goods to U.S. buyers on a duty-paid basis.

Liability for payment of duties usually becomes fixed when an entry summary (either for consumption or warehouse) is filed with U.S. Customs. The liability is fixed, but not the amount of duties, which is estimated only at the time of the original entry. When the entry is liquidated, the final rate and amount of duties are ascertained. Responsibility for payment rests with the person or firm in whose name the entry is filed.

## **Temporary Free Importation**

Certain articles not imported for sale may be admitted into the United States under bond without payment of duty.

Such articles must, in most cases, be exported within one year of the date of importation. Upon application to the district director, this may be extended for a period not exceeding three years.

Such articles may include the following:

- articles for repair, alterations or processing (not manufacture)
- manufacturers' models of women's wearing apparel
- not-for-sale samples for use as sales aids (photo-engraved printing plates for reproduction are not included)
- motion-picture advertising films
- articles for testing, experimental or review purposes (plans, blueprints, photographs for use in study or for experimental purposes may be included). In such cases, satisfactory proof of destruction as a result of the tests and supplying a proper affidavit of destruction will rescind the obligation of exportation
- containers for merchandise during transportation
- models imported by illustrators and photographers for use solely in illustrating
- professional equipment, tools of trade, repair components for equipment or tools admitted under this category, and camping equipment; all the foregoing imported by or for non-

- residents sojourning in the United States and for use by such non-residents
- articles of special design for temporary use exclusively in the production of articles for export
- works of art, photographs, philosophical and scientific apparatus brought into the U.S. by professional artists, lecturers or scientists for use in the exhibition and promotion of art, science and industry
- automobiles, automobile chassis, automobile bodies — finished, unfinished or cutaway — when intended solely for show purposes. The temporary importation bond in the case of those articles is limited to six months without right of extension.

## **Commercial Travellers — Samples**

Samples accompanying a commercial traveller may be admitted and entered on the importer's baggage declaration. In such cases, an adequate descriptive list or a U.S. special Customs invoice must be provided. The personal bond of the commercial traveller is usually accepted to guarantee the timely exportation of the samples under U.S. Customs supervision. Penalty for failure to export the samples entails loss of the privilege on subsequent trips.

## **U.S. Anti-Dumping and Countervailing Duty Statutes**

Due to the complexity of these statutes, exporters are encouraged to contact the Office of United States Relations of the Department of Industry, Trade and Commerce for answers to specific questions.

The U.S. Trade Agreements Act of 1979, enacted into law July 26, 1979, encompasses those changes to the current United States anti-dumping and countervailing duty law necessary for the implementation of the international agreements negotiated in the Multilateral Trade Negotiations (Tokyo Round) of the General Agreement of Tariffs and Trade (GATT).

## **Anti-Dumping**

Should an American company have reason to believe that a product is being sold in the U.S. at a price lower than in its home market, an anti-dumping complaint may be filed with the U.S. Commerce Department. The anti-dumping petition must contain information to support the dumping allegations along with evidence of injury suffered by the U.S. industry affected.

A U.S. anti-dumping investigation must be conducted within specified time limits:

- (1) Within 20 days of receipt of an anti-dumping petition, the Secretary of Commerce must decide whether or not to initiate an investigation. If it is determined that a petition does not properly establish the basis on which anti-dumping duties may be imposed, the proceeding is terminated. If the Secretary of Commerce determines that the petition contains sufficient information supporting the allegations, a full-scale investigation is launched.
- (2) Within 45 days from the date of a petition being filed, the International Trade Commission (ITC) must determine if there is a reasonable indication of injury. If the decision is negative, the case is terminated.
- (3) In general, within 160 days following the date on which a petition is filed, the Secretary of Commerce makes a preliminary determination of dumping. If the preliminary determination is affirmative, suspension of liquidation of all entries of merchandise subject to the determination



is ordered. Provisional duty in the form of a cash deposit or bond is then required — for the entry of the merchandise concerned — equal to the estimated amount by which the foreign market value exceeds the United States price.

(4) Within 75 days of the preliminary determination, a final determination by the Secretary of Commerce of sales at less than fair value will be due.

(5) Following an affirmative preliminary decision of sales at less-than-fair value, the ITC must make an injury determination within 120 days of the preliminary determination. If the ITC injury determination is negative, the case is terminated. Any cash deposited is refunded and any bond posted is released. If the injury determination is affirmative, the Secretary of Commerce will publish an anti-dumping duty on the merchandise equal to the amount by which the home market value of the merchandise exceeds the price to the United States customer.

(6) An anti-dumping duty order is subject to automatic annual review, and requests for a review at any time will be considered, provided changed circumstances warrant.

## **Countervail**

Under the revised U.S. Countervailing Duty Statute, an additional duty may be imposed on articles, whether or not dutiable, imported to the U.S., if any bounty or grant on their manufacture, production or export has been made. All cases are subject to an injury determination by the ITC. Injury findings are subject to judicial review by the U.S. Court of International Trade.

If difficulties arise with reference to this statute, it is suggested that exporters contact the Office of United States Relations of the Department of Industry, Trade and Commerce without delay.

## **Marking of Goods — Country of Origin Markings**

All goods must be legibly and conspicuously marked in English to show the country of origin.

The use of stickers or tags is permitted if used in such a manner as to be permanent, until removed at their ultimate destination.

Certain small instruments and utensils must be marked by die-stamping or cast-in-the-mold lettering, engraving or by means of metal plates securely attached to such articles.

The U.S. Customs Service may exempt certain articles from this marking. In such cases, the container must be suitably marked.

## **Composition Markings**

Any product containing woolfibre (except carpets, rugs, mats and upholsteries, or articles made more than 20 years prior to importation) must be clearly marked with the name of the manufacturer or the person marketing the product, together with a statement of its fibre content. If not suitably marked, an opportunity to mark under U.S. Customs supervision is granted.

When the fabric contained in any product is imported, it is necessary to identify the fabric's country of origin.

Fur products must be marked as to type (particular animal), country of origin and manufacturer's name. They must also be marked if they are used, bleached or artificially coloured, composed substantially of paws, tails, bellies or waste.

## **Food Labelling**

All imported foods, drugs and cosmetics are subject to inspection by the U.S. Food and Drug Administration at the time of entry. The Food and Drug Administration is not authorized to pass upon the legality of specific consignments before they arrive and are offered for entry. The administration may however, offer comment on proposed labels or answer other enquiries from importers and exporters.

Advice on proposed food labels may also be obtained from the Office of United States Relations, Department of Industry, Trade and Commerce, Ottawa.

## **Import Prohibitions and Restrictions**

In addition to goods prohibited entry by most countries, — such as obscene or seditious literature, narcotics, counterfeit currency or coins — certain commercial goods are also prohibited or restricted by the U.S. Moreover, various types of merchandise must conform to laws enforced by government agencies other than the United States Customs Service. Fur products are subject to the Endangered Species Act and importation of certain fur skins is prohibited.

## **Animals**

Cattle, sheep, goats, swine and poultry should be accompanied by a certificate from a veterinarian employed by the Canadian Government to avoid delays in quarantine.

Wild animals and birds, or products thereof, are prohibited if captured, taken, shipped, possessed or exported contrary to laws of the country of origin. In addition, the purchase, sale or possession of such animals is prohibited if contrary to the laws of any area of the United States.

## **Plants and Plant Products**

Permits issued by the U.S. Department of Agriculture are required.

Regulations may restrict or prohibit importation.

Shipments of agricultural and vegetable seeds and screenings are detained pending the drawing and testing of samples and are governed by the regulations of the U.S. Federal Seed Act.

## **Postal Shipments**

Parcels of aggregate value not exceeding one dollar (U.S.) may enter duty free.

Commercial shipments valued at more than one dollar must include a commercial invoice and Customs declaration on forms provided by the Canadian Post Office. Accurate descriptions and value of contents are required. The Customs declaration must be securely attached to packages.

If a shipment includes two or more packages, that containing the commercial invoice should be marked "Invoice Enclosed;" other packages of the same shipment may be marked "No. 2 of 3, Invoice Enclosed in Package No. 1".

A shipment in excess of \$500 U.S. aggregate value must include a U.S. special Customs invoice (form 5515) and a commercial invoice. A shipment of less than \$250 aggregate value will be delivered to the addressee. Duties and delivery fees for each package are collected by the postman. Parcels containing bona fide gifts (excluding alcoholic beverages, tobacco products and perfumes) to persons in the United States will be passed duty free, provided the aggregate value received by one person in one day does not exceed \$25. No postal delivery fee will be charged. Such parcels should be identified as gifts and the value and contents prominently indicated.

## **American Goods Returned**

U.S. products returned without any evidence of enhanced value or improved condition may be entered duty free.

Articles exported from the United States for repair or alteration shall be subject to duty on the value of the repairs or alterations. The term "repairs or alterations" means restoration, change, addition, renovation, cleaning or other treatment which does not destroy the identity of the article exported nor create a new or different article. Articles of nonprecious metal manufactured in the United States and exported for processing and returned to the United States for additional processing are subject to duty on the value of processing outside the United States provided the material which has been processed in Canada is returned to the original exporter for further processing.

The cost or value of component parts made in the U.S. and used in the production of goods imported into the U.S. may be deducted from the dutiable value, provided the parts have not been subjected to any change except operations incidental to the assembly process such as cleaning, lubricating and painting.

Special U.S. Customs procedural requirements must be followed for the exportation and return of American goods. Details may be obtained from United States import specialists at border points or from the Office of United States Relations, Department of Industry, Trade and Commerce, Ottawa.

## **Duty on Containers**

If used in shuttle service, the following types of containers may enter duty free:

- 1) U.S. containers and holders, including shooks and staves of U.S. production when returned as boxes or barrels containing merchandise
- 2) foreign containers previously imported and duty paid, if any
- 3) containers of a type specified by the Secretary of the Treasury as instruments of international traffic.

One-trip containers are included in the dutiable value of goods.

## **VI. YOUR BUSINESS VISIT TO THE EASTERN MIDWEST STATES**

There are no substitutes for personal visits. Correspondence does not spark the interest of the American businessman. He's "from Missouri" and wants to see and be seen.

### **Services of the Trade Commissioner**

The Commercial Division of the Canadian Consulate functions as the liaison between Canadian and local United States business and industry. It actively seeks business opportunities for Canada in its geographical area of responsibility and relays pertinent information to interested and capable Canadian companies. Potential buyers and sellers are introduced with guidance provided by the consulate where required. Market surveys are conducted on behalf of Canadian firms and agents, distributors or other recommended outlets. The consulate display room is available for product displays and in-office presentations to prospective customers. Consulate hours are 8:30 a.m. to 5:00 p.m. Monday through Friday.

### **Advise and Consult the Trade Commissioner**

When planning your first business visit to the area, advise the consulate well in advance of your trip. Inform the staff of the objective of your visit and forward several copies of product brochures. It is helpful if you work out c.i.f. prices on at least part of your product range. You should also list previous contacts with the region's business community.

With this information, the commercial staff will be pleased to arrange a tentative itinerary and make appointments which you can confirm on arrival. Because of the increasing number of businessmen visiting Canada's U.S. consulates, it is recommended that you leave arrangements for hotel reservations to your travel agent.

### **When to go**

The best time to visit this area is during the spring and fall. Avoid the Christmas-New Year holiday period and the July-August vacation period.

### **How to Get There**

Regular service is provided by scheduled airlines, while an excellent highway system provides easy access by car or bus. Direct rail service is not available.

### **Where to Stay**

Please refer to section VII, Useful Addresses, for the names of some of the better hotels and motels.

## VII. USEFUL ADDRESSES

Canadian Consulate  
55 Public Square  
Suite 1008  
Cleveland, OH 44113  
Tel: (216) 771-0151

Air Canada  
20220 Center Ridge Road  
Cleveland, OH 44116  
Tel: (216) 333-2810

CP Rail  
Rockefeller Building  
Cleveland, OH 44113  
Tel: (216) 781-4616

Canada Steamship Lines Limited  
55 Public Square  
Cleveland, OH 44113  
Tel: (216) 621-4926

### Canadian Banks

Bank of Nova Scotia  
1300 East 9th Street  
Cleveland, OH 44114  
Tel: (216) 579-1400

Canadian Defense Liaison Office  
Wright Patterson Air Force Base  
Dayton, OH 45433  
Attention: MCLDDP  
Tel: (513) 255-4537

CP Air  
20110 Lorain Road, Suite 3  
Cleveland, OH 44126  
Tel: (216) 333-6821

Canadian National Railways  
Terminal Tower  
Cleveland, OH 44113  
Tel: (216) 621-8378

Toronto-Dominion Bank  
2 Oliver Plaza  
Pittsburgh, PA 15222  
Tel: (412) 562-9100

### American Banks

Central National Bank of Cleveland  
800 Superior Avenue Northeast  
Cleveland, OH 44114  
Tel: (216) 861-7800

National City Bank  
1900 East 9th Street  
Cleveland, OH 44114  
Tel: (216) 575-2000

Mellon Bank of North America  
Mellon Square NA  
Pittsburgh, PA 15230  
Tel: (412) 232-4100

Huntington National Bank  
17 South High Street  
Columbus, OH 43215  
Tel: (614) 469-7000

AmeriTrust Company  
East 9th and Euclid  
Cleveland, OH 44115  
Tel: (216) 687-5000

Barclay's Bank International  
One Oliver Plaza, Suite 3126  
Pittsburgh, PA 15222  
Tel: (412) 562-9200

Pittsburgh National Bank  
Pittsburgh National Building  
Pittsburgh, PA 15222  
Tel: (412) 355-2000

The Central Trust Company of North America  
4th and Vine  
Cincinnati, OH 45202  
Tel: (513) 852-5000



Citizens Fidelity Bank  
Citizens Plaza  
500 West Jefferson  
Louisville, KY 40201  
Tel: (510) 581-2100

First National Bank  
Madison at Huron  
Toledo, OH 43604  
Tel: (418) 259-7890

### **Motels and Hotels Cleveland Consulate Territory**

The Executive Inn Motel  
Watterson Expressway at Fairgrounds  
Louisville, KY 40220  
Tel: (502) 367-6161

Netherlands Hilton Hotel  
5th and Race Streets  
Cincinnati, OH 45202  
Tel: (513) 621-3800

Holiday Inn  
Cascade Plaza  
Akron, OH 44308  
Tel: (216) 762-0661

Stouffer's Cincinnati Tower  
141 West 6th Street  
Cincinnati, OH 45202  
Tel: (513) 352-2110

Imperial House Motel  
4343 Everhard Northwest  
Canton, OH 44718  
Tel: (216) 499-9410

Carrousel Inn  
4900 Sinclair  
Columbus, OH 43229  
Tel: (614) 846-0300

Sheraton Belden Inn  
4375 Metro Circle Northwest  
Canton, OH 44720  
Tel: (216) 494-6494

Hyatt Regency  
350 North High Street  
Columbus, OH 43215  
Tel: (614) 463-1234

Carrousel Inn Cincinnati  
8001 Reading Road  
Cincinnati, OH 45237  
Tel: (513) 821-5110

Imperial House Motels, Inc. (North)  
2401 Needmore Road  
Dayton, OH 45414  
Tel: (513) 278-5711

Marriot Hotel  
11320 Chester Road  
Cincinnati, OH 45246  
Tel: (513) 772-1720

Imperial House Motels, Inc. (South)  
3555 Miamisburg-Centerville Road  
Dayton, OH 45449  
Tel: (513) 866-6261

Stouffer's Dayton Plaza Hotel  
East 5th and South Jefferson  
Dayton, OH 45402  
Tel: (513) 224-0800

The William Penn  
Mellon Square  
William Penn Place  
Pittsburgh, PA 15230  
Tel: (412) 281-7100

Pittsburgh Hilton  
Gateway Center  
Pittsburgh, PA 15222  
Tel: (412) 391-4600

The Galt House  
140 North 4th Street  
Louisville, KY 40202  
Tel: (502) 589-5200

Pittsburgh Hyatt House  
Chatham Center  
Pittsburgh, PA 15219  
Tel: (412) 391-5000

Stouffer's Inn on the Square  
24 Public Square  
Cleveland, OH 44113  
Tel: (216) 696-5600

## APPENDIX I

### Counties of Pennsylvania Covered by the Canadian Consulate at Cleveland

Allegheny	Fulton
Armstrong	Greene
Beaver	Huntington
Bedford	Indiana
Blair	Jefferson
Butler	Lawrence
Cambria	McKean
Cameron	Mercer
Clarion	Somerset
Crawford	Venango
Elk	Warren
Erie	Washington
Fayette	Westmoreland
Forest	

## APPENDIX II

### CANADIAN EXPORTS TO OHIO, WESTERN PENNSYLVANIA\* KENTUCKY, WEST VIRGINIA IN 1980 — CANADIAN \$ MILLIONS

	WESTERN				
	OHIO	PENNSYLVANIA	KENTUCKY	WEST VIRGINIA	TOTAL
Live animals	7.3	6.7	2.0	.2	16.2
Food, feed, beverages and tobacco	60.1	43.6	24.6	.5	128.8
Crude materials, inedible	229.7	104.6	3.9	7.0	345.2
Fabricated materials, inedible	1,333.7	516.6	265.3	97.5	2,213.1
Machinery	105.8	26.5	20.1	9.0	161.4
Transportation and communication equipment	551.7	110.4	51.9	7.6	721.6
Other equipment and tools	77.1	31.6	53.3	1.4	163.4
Personal and household goods	4.9	4.6	.5	.2	10.2
Miscellaneous end products	16.5	8.2	3.2	1.2	29.1

**Appendix II (Cont'd)**

Total end products, inedible	756.0	181.3	129.0	19.4	1,085.7
Special transactions, trade	2.5	.8	.2	.2	3.7
Total domestic exports	2,389.3	853.6	425.0	124.8	3,792.7

\*It is estimated that western Pennsylvania absorbs about 50 per cent total Canadian exports to Pennsylvania.

**MAIN EXPORTS TO OHIO, WESTERN PENNSYLVANIA,  
KENTUCKY AND WEST VIRGINIA IN 1980 —  
CANADIAN \$ MILLIONS**

**OHIO**

Iron ores and concentrates	151.0
Lumber, softwood	95.6
Wood pulp and similar pulp	99.2
Newsprint	223.5
Other inorganic chemicals	95.1
Fertilizers and fertilizer materials	65.5
Petroleum and coal products	352.4
Trucks, truck tractors and chassis	78.2
Motor vehicle parts, except engines	380.9

**WESTERN PENNSYLVANIA** (About 50 per cent of Canadian exports to Pennsylvania is absorbed by western Pennsylvania)

Iron ores and concentrates	61.2
Lumber, softwood	45.4
Wood pulp and similar pulp	77.1
Newsprint paper	114.7
Aluminum, including alloys	58.4
Nickel and alloys	41.7
Motor vehicle parts, except engines	44.7

**KENTUCKY**

Whisky	21.9
Lumber, softwood	27.9
Other inorganic chemicals	49.7
Nickel and alloys	70.8
Motor vehicle parts, except engines	44.1
Office machines and equipment	47.6

**WEST VIRGINIA**

Lumber, softwood	15.6
Nickel and alloys	36.7

## REGIONAL OFFICES

IF YOU HAVE NOT PREVIOUSLY MARKETING IN THE U.S., CONTACT ANY REGIONAL OFFICE OF THE DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE AT THE ADDRESSES LISTED BELOW.

NEWFOUNDLAND LABRADOR	P.O. Box 64 Atlantic Place Suite 702 215 Water Street St. John's, Newfoundland A1C 6C9	Tel: (709) 737-5511 Telex: 016-4749
NOVA SCOTIA	Suite 1124, Duke Tower 5251 Duke Street Scotia Square Halifax, Nova Scotia B3J 1P3	Tel: (902) 426-7540 Telex: 019-21829
NEW BRUNSWICK	Suite 642, 440 King Street Fredericton, New Brunswick E3B 5H8	Tel: (506) 452-3190 Telex: 014-46140
PRINCE EDWARD ISLAND	P.O. Box 2289 Dominion Building 97 Queen Street Charlottetown Prince Edward Island C1A 8C1	Tel: (902) 892-1211 Telex: 014-44129
QUÉBEC	C.P. 1270, Succursale postale B Suite 512 685, rue Cathcart Montréal (Québec) H3B 3K9	Tel: (514) 283-6254 Telex: 055-60768
QUÉBEC CITY	Pièce 620 2, Place Québec Québec (Québec) G1R 2B5	Tel: (418) 694-4726 Telex: 051-3312
ONTARIO	1 First Canadian Place Suite 4840, P.O. Box 98 Toronto, Ontario M5X 1B1	Tel: (416) 369-4951 Telex: 065-24378
MANITOBA	507 Manulife House 386 Broadway Avenue Winnipeg, Manitoba R3C 3R6	Tel: (204) 949-2381 Telex: 075-7624
SASKATCHEWAN	Room 980 2002 Victoria Avenue Regina, Saskatchewan S4P 0R7	Tel: (306) 569-5020 Telex: 071-2745

ALBERTA AND  
NORTHWEST  
TERRITORIES

500 Macdonald Place  
9939 Jasper Avenue  
Edmonton, Alberta  
T5J 2W8

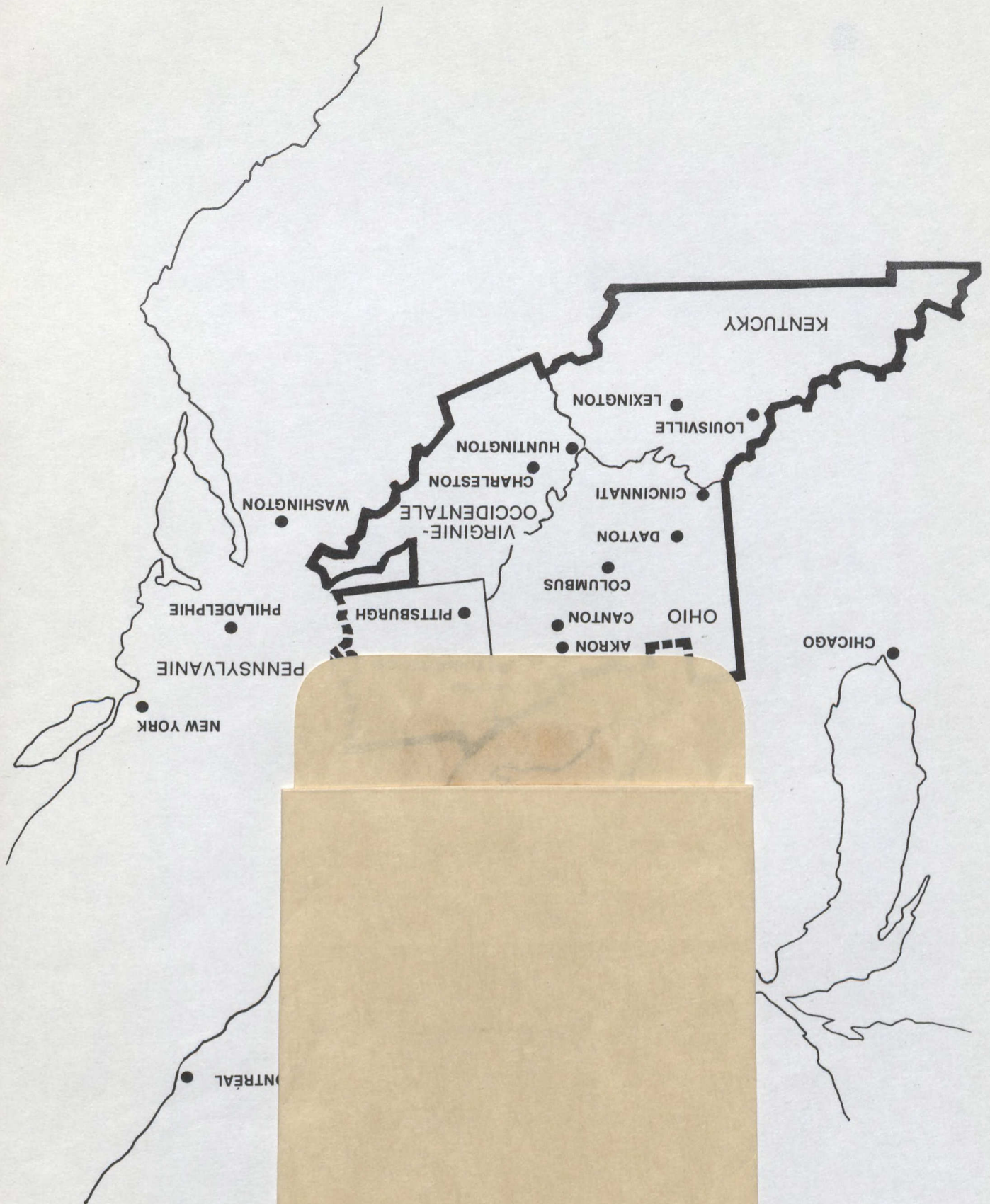
Tel: (403) 420-2944  
Telex 037-2762

BRITISH  
COLUMBIA AND  
YUKON

P.O. Box 49178  
Suite 2743  
Bentall Centre, Tower III  
595 Burrard Street  
Vancouver, British Columbia  
V7X 1K8

Tel: (604) 666-1434  
Telex: 04-51191





INDUSTRY CANADA / INDUSTRIE CANADA



222371