A Listing of Foreign Firms and Companies Operating in the Dayton Area Chamber of Commerce

Abdul Qadeer Fitrat

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A LISTING OF FOREIGN FIRMS AND COMPANIES OPERATING IN THE DAYTON AREA CHAMBER OF COMMERCE

An internship report submitted in partial fulfillment of the requirement for the degree of Master of Science

By

ABDUL QADEER FITRAT
B.S., International Islamic University, Islamabad, Pakistan, 1989.

1992
Wright State University
June 7, 1992

I HEREBY RECOMMEND THAT THE INTERNSHIP REPORT PREPARED UNDER MY SUPERVISION BY ABDUL OADEER FITRAT ENTITLED A LISTING OF FOREIGN FIRMS AND COMPANIES OPERATING IN THE DAYTON AREA CHAMBER OF COMMERCE BE ACCEPTED IN PARTIAL FULFILLMENT OF THE REQUIREMENTS FOR THE DEGREE OF MASTER OF SCIENCE.

Faculty Advisor

Faculty reader

Director M.S. in Social and Applied Economics
ABSTRACT

Fitrat, Abdul Qadeer, M.S., Department of Economics, Wright State University, 1992. Developing a Listing of Foreign Firms and Companies Operating in the Dayton Area.

Development of a listing of foreign-owned businesses operating in and around Dayton is aimed at creating a directory of foreign firms for the Dayton Area Chamber of Commerce’s data base. This will help the Dayton Area Chamber of Commerce to publish an up-to-date list of foreign subsidiaries and further promote foreign interest in the Dayton business community.

A wide variety of sources were consulted to accurately identify all Dayton-based, foreign-controlled businesses. These sources include prominent directories of foreign-owned firms, foreign embassies, consulates and trade commissions, a variety of publications of the U.S. Department of Commerce, local chambers of commerce and others. More than 60 locally operated foreign firms were surveyed and their telephone responses were combined to construct a computer data base that will meet the Chamber’s needs.

The listed firms are currently engaged in production of various categories of goods and services ranging from sand, gravel and stone to high-tech computer services. Further, these businesses currently employ 9,232 local employees which accounts for 2.05% of the total employment in four out of seven counties under jurisdiction of Dayton Area Chamber of Commerce such as Miami, Montgomery, Darke and Clark counties.
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ACKNOWLEDGEMENTS

The success of this project is due in part to the sincere cooperation of Dr. Lee G. Grafton, Research Manager for the Dayton Area Chamber of Commerce. She provided me with telephone facilities, related sources of information, additional data and a lot more. It is with her support that the present report which initially seemed overwhelming got under way without too much difficulty.

My sincere thanks also goes to Mr. Roger Sylvester, Director M.S. in Social and Applied Economics, Department of Economics, College of Business and Administration, Wright State University for his encouragement and guidance. The present internship report gained additional value from his insights.

Finally my sincerest thanks go to Dr. John Treacy, Professor of Economics, Wright State University, who not only gave me valuable ideas, but also taught me how to meet the challenges and eventually get the job done. To him my obligation is especially great.
FOREWORD

Foreign Direct Investment in the United States, (FDIUS) is by no means a recent phenomenon. Rather it goes back to centuries ago, being as old as the age of modern industrialization in the New World, concomitant with the Colonial Rule in the region. It is for this reason that the charming faces of some, even many, of today’s foreign-controlled firms have faded and eventually become unknown to most Americans. Typical of these companies are Shell Oil and Lever Brothers both of which are jointly owned by the Dutch and British and Nestle which is owned by the Swiss.

There are several other reasons responsible for the low visibility of foreign-owned U.S. firms and the general public ignorance about them. First, the entrance of foreign firms into the U.S. market has almost been a common phenomenon which remains largely unnoticed and generally does not attract public awareness. Because the U.S. economy is highly dynamic and extremely large, the entrance of a foreign firm does not bring public attention. Second, most foreign companies do not require any official approval or registration from any U.S. agency. Third, many foreign companies do not transfer their parent company names to their U.S. affiliates. They could easily be recognized by the general public as foreign firms if they retained their parental names.
Fourth, foreign firms have, in most cases, intentionally adopted a low-visibility profile hiding their foreign identities throughout their existence in the United States. This is in sharp contrast with American investors abroad who have adopted a policy of great publicity and wide public relations.

However, despite all this, FDIUS has recently become more visible and subject to controversies. Similarly, the rising level of Foreign Direct Investment, (FDI) has caused a great deal of concern about U.S. national security as well. This concern, perhaps, originates from the fact that foreign firms, after becoming technically efficient and competitive, try to invest in high-tech U.S. manufacturing sometimes by merger, acquisition or even direct take over. Based on this concern, the U.S. government has currently imposed limitations on foreign investments in some sensitive sectors; such as, nuclear energy, communications, power generation, commercial aviation and coastal shipping to protect the national security from potential dangers.

Foreign Direct Investment in the United States (FDIUS) grew from an average annual rate of 4% in the mid-60s to over 30% in the mid-70s. The growth of FDI slowed down to a rate of 10% in the early 1980s and again started rising to annual growth rates well above 10% in the late 1980s and early 90s.

In early 1988, the total value of the FDIUS was estimated by the U.S. government to be more than $262 billion. Manufacturing accounted for 43% and petroleum for 25% of the total FDIUS. (Arpan and Ricks, 1990, p. xi)
The leading foreign nations in terms of monetary value are the United Kingdom (25%), Netherlands (18%), Japan (13%), Canada (13%) and West Germany (8%). Some countries heavily invested in certain specific industrial sectors where their technical knowledge gives an advantage. In some cases the industries tend to concentrate in specific states. For instance, Japanese investors have intensively invested in electronics firms that are highly concentrated in California, while majority of German firms have been engaged in production of chemicals that are also located in southern California.

FDIUS is responsible for employing over 4 million U.S. workers, technicians and engineers which accounts for 3.5% of the total U.S. labor force. In the manufacturing sector, however, foreign-owned firms make up 8% of the jobs and 10% of the total sales volumes. (Arpan and Ricks, 1990, p. xii)

In concluding this discussion it is interesting to examine the motivating forces driving foreign firms and corporations to invest in the U.S. soil. There are several important reasons for foreign manufacturers and producers to invest in the United States. First and foremost, foreign investors invest in America because of the opportunity for profit. The United States economy has been characterized as the world largest economy and provides the largest homogeneous market for foreign goods and services. The second significant motivation has been the relatively low transportation costs in the United States which gives the foreigner the opportunity to produce and ship their products to different
locations at relatively lower cost, hence making huge profits compared to producing in their home countries. The third reason is the availability of distribution facilities and proximity of markets in the United States that help them increase their sales volumes over time. There have been other secondary motivations that lead foreign investors to find their way to the United States; such as, learning from being close to their market, security and relatively abundant supply of energy in the United States compared to their own homelands.
FOREIGN INVESTMENT HAS BEEN CONSTANTLY GROWING IN THE UNITED STATES SINCE THE 1970s. DURING THIS PERIOD, OHIO HAS EMERGED AS ONE OF THE MOST IMPORTANT STATES COMPETING WITH THE EAST AND WEST COASTAL STATES IN ATTRACTING INTERNATIONAL BUSINESSES DUE TO ITS UNIQUE LOCATION, FAVORABLE PORTS AND AIR TRANSPORT FACILITIES. DAYTON AND SURROUNDING COUNTIES ARE AMONG THOSE REGIONS IN THE STATE OF OHIO WHERE IMPORTANT INTERNATIONAL BUSINESSES HEADQUARTERS, OPERATION PLANTS AND SALES OFFICES ARE LOCATED.

THE TASK OF THIS REPORT IS TO IDENTIFY AND DEVELOP A LISTING OF FOREIGN FIRMS AND COMPANIES OPERATING IN DAYTON AND SURROUNDING AREAS WHICH INCLUDES MIAMI, MONTGOMERY, SHELBY, DARKE, CLARK, GREENE, PEBBLE AND NORTH WARREN COUNTIES. IN ADDITION, THE REPORT WILL FOCUS ON THE EMPLOYMENT IMPACTS OF FOREIGN INVESTMENT ON THE DAYTON ECONOMY. INITIALLY, IT WAS INTENDED TO INCLUDE THE SALES VOLUME AND EXPORT-RELATED ACTIVITIES OF FOREIGN-OWNED BUSINESSES IN THE DAYTON AREA. HOWEVER, LACK OF RESPONSES, HESITATION OF RESPONDENTS, THEIR IGNORANCE WITH REGARD TO SALES AND EXPORT VOLUMES AND, IN SOME CASES, THEIR OUTRIGHT REJECTION TO GIVE ANY ANSWER FORCED US TO DROP THESE TWO ITEMS FROM OUR TELEPHONE CALL SURVEY. THIS LISTING INCLUDES ONLY THOSE U.S. AFFILIATES WHOSE FOREIGN OWNERSHIP IS AT LEAST 10% OR MORE. ACCORDING TO THE PUBLICATIONS RELEASED BY THE U.S. DEPARTMENT OF COMMERCE, THE DEFINITION OF U.S. AFFILIATES OR FOREIGN SUBSIDIARIES APPLIES ONLY TO THOSE BUSINESSES WHOSE FOREIGN OWNERSHIP SURPASSES A MINIMUM OF
10%. To comply with this classification scheme, the firms and businesses with foreign share less than 10% were excluded from the listing.

Furthermore, those firms and companies that were found to have changed their location from the Chamber’s jurisdiction or have gone out of business were also dropped from our list.

To create an up-to-date directory of foreign-controlled businesses for the Chamber, our strategy was: First, to identify such firms by going through different directories of foreign manufacturers in the United States, foreign embassies, consulates, trade commissions, and other offices concerned with direct foreign investment in the United States, in the state of Ohio (e.g. Development Office in Columbus). For further information, please refer to the sources of information in the next section. Next, we reviewed the telephone directories of every city in the aforementioned counties to confirm each company’s recent phone number and new address, if any, so we could send them our survey forms or conduct our telephone call survey more successfully. By August the 15th, 1991 our survey forms were ready to be sent. However, after frequent consultation with the Chamber, it was decided to carry out a telephone survey instead of sending questionnaires, mainly for two reasons.

First, according to the Chamber’s experience, the probabilities of receiving responses over the phone was relatively higher than the questionnaire. This proved to be true when the survey began. Out of 57 firms in our list, only three refused to
answer our questions. Second, the Chamber did not impose any restriction on the telephone survey. In addition, since the number of the firms to be surveyed was not very substantial, the Chamber preferred a telephone call survey because of its much higher response rate.

The telephone call survey consisted of three key questions. The first question was designed to confirm the firm’s current phone number and address. This question was not included in the questionnaire. (Please see the questionnaire in appendix D.) The reason for the inclusion of this question in the telephone call survey was mainly due to the changes that occurred in the firms’ phone numbers and locations. When the survey began, we suddenly realized that nearly a dozen firms including sales offices, operating plants, and even business headquarters had already transferred from one location to another within the Chamber’s jurisdiction. The second and third questions were related to the number of employees and type of products respectively.

Finally, in order to achieve optimal results, we first explained briefly the purpose of the survey and then promised each firm a copy of the final report. This strategy was very successful in creating incentives for respondents to provide us with accurate and first hand information about their businesses.
II- CONSULTED SOURCES, THEIR MERITS AND DEMERITS

The preliminary task in gathering the addresses and locations of the U.S. based foreign subsidiaries was to search for sources from which such firms could be identified. The following is a summary of those sources which were consulted during our research work.


The Directory of Foreign Manufacturers in the United States, (DFMUS) was the best source consulted. It contained full addresses of all U.S. affiliates, foreign parents, type of product(s) and SIC codes. Further, all U.S. affiliates have been listed in alphabetical order and there is an index of foreign parents in the last portion of the book.

The list of firms contained in the directory has been compiled from a number of sources such as, U.S. Department of Commerce, foreign national consulates, state governmental agencies, printed media, etc. (Arpan and Ricks, pp. xv) However, the compilers did not specify how they gathered the data from these sources. This
directory is viewed as a unique source of valuable information and
data for researchers in the government, private industries,
publishing media and reference librarians about foreign direct
investment in different sectors of the economy. This source
contained the largest number of firms with accurate and up-to-
date information. No other source can match this directory both in
terms of accuracy and provision of extremely easy access to
information derived from highly diversified sources.

2. The second best source consulted was Directory of Foreign Firms
Operating in the United States, (DFFOUS), 5th edition, Uniworld
Business Publication Inc. 50 East 42nd Street, New York, NY 10017.
This directory was quite similar to the first source in many
aspects. However, it suffered from a number of drawbacks. For
example, it did not contain SIC codes. Moreover, the number of
firms listed in the DFFOUS was far less than the first source.
This book was published in 1985 while the DFMUS was published in
1990. This difference in the time period is very important in the
sense that it takes care of all changes that might have occurred in
the businesses. Some firms may no longer be operating in the same
region, others might have gone out of business altogether.

Unlike the first book, DFFOUS has gathered its data from
direct contact with foreign-owned businesses. The primary sources
of information in this directory have been annual reports published
by foreign-controlled companies and questionnaires mailed to and
filled out by these firms. Meanwhile, direct telephone contacts
also have been extensively used in order to verify and clarify the
collected data. Prior to the publication of the second edition of the directory, all firms were sent an announcement of new edition and were asked to complete the questionnaires with up-to-date data, covering all the changes that had occurred in their businesses. Subsequently, the firms that did not respond were dropped from the new edition.

3. The third source was the Directory of Japanese firms in Ohio prepared by the Office of Industrial Development, International Division, in Columbus, Ohio. This listing which was provided by the Ohio Department of Industrial Development in January 1990 contains 187 Japanese-owned U.S. affiliates operating in the state of Ohio. Like the previous directories, this directory contains names and addresses of U.S. based, foreign-controlled establishments, parent firms, and types of products. Nevertheless, this listing also suffers from similar shortcomings.
   a. It was only limited to Japanese firms and did not include other countries.
   b. It did not contain SIC codes, and in most cases, type of products and accurate locations of the firms.

4. The fourth source consulted was the Directory of Offices and Affiliates of Japanese Companies in the United States and Canada, (DOAJCUS). The DOAJCUS gives more detail than any other source by providing the following information:
   i. Type of operation.
   ii. Address.
   iii. Telephone, telex or TWX, and telefax numbers.
iv. Type of business, activity, and product(s).

v. Approximate capital investment, main bank(s),
approximate annual sales, approximate number of
employees, date of U.S. or Canadian incorporation or of
beginning operation, etc.

vi. Name of parent company with the addresses and phone
numbers.

This directory also faces some severe problems and
limitations.

a. It is only limited to Japanese firms in the United States
and Canada.

b. It contains a limited number of Japanese companies only
in some big cities and does not have access to all of the Japanese
firms operating throughout North America.

5. Foreign embassies, consulates and trade commissions were the
fifth important source contacted during this research work though,
some of them did not have access to information pertaining to
companies from their countries operating in the United States. In
most instances, it was hard to get in touch with the person
directly responsible for providing information. For example, when
contacted he/she was either on vacation or at lunch or in a meeting
or at the moment, out of office.

Fortunately, some foreign consulates and trade commissions
showed very positive responses by sending us complete lists of
their countries firms and businesses operating in the United States
or in the State of Ohio. The Honorary consulate of Federal
Republic of Germany in Cincinnati and embassies of New Zealand and South Africa in Washington D.C. were among those foreign offices that provided excellent cooperation as soon as they received our first telephone contact. For a detailed list of foreign national embassies, consulates and trade commissions that were consulted by telephone or sent Fax messages, please refer to appendix E.

6. Local chambers of commerce:

In addition to the above sources, a number of chambers of commerce were also contacted. Though they did not directly provide us with any data, their advice helped us quite significantly. The last portion of appendix E provides names and telephone numbers of those chambers of commerce that were able to help us.

Finally, to conclude this section, it is, of course, necessary to mention that two other important sources were also carefully studied during this survey work. Those two are "Direct Foreign Investment in the United States" (Interim Report) which is one of several publications of U.S. Department of Commerce and "Journal of Commerce and Commercial" 1988-91. Both sources were carefully examined, however, after it was clear that they do not contain anything closely related to my project, further work on them was abandoned. The former was simply facts and figures about foreign direct investment in the United States, while the later rarely discussed the subject in a uniform manner. More importantly, the second source required excessive time to go through all the pages of the journal in Microfiche form.
III- FINAL RESULTS

During our telephone survey, a total number of 57 foreign subsidiaries were identified in the Dayton Area Chamber of Commerce. These foreign-based U.S. affiliates consist of foreign manufacturers' headquarters, operating plants and sales offices with local management reporting directly or indirectly (through foreign-based headquarters in the State of Ohio) to a foreign parent. Among foreign investors in Dayton and surrounding areas, Japanese firms ranked highest in terms of number of plants and establishments and the number of local workers employed. Japanese firms account for 62.2% of the total local employment by foreign investors. British and French investors ranked as the second and third largest foreign employers of local workers each employing 11.1% and 5.4% respectively.

The remaining investors in the Dayton Area Chamber of Commerce's service area are from Germany, Canada, Denmark, Switzerland, Austria, Finland, Luxembourg, New Zealand and Sweden. (Appendix C gives a detailed list of all U.S. affiliates with their complete addresses, phone numbers, SIC codes, types of products and number of employees with corresponding foreign parents in alphabetical order.) More importantly, foreign investors employ more than 9232 local workers which accounts for 2.05% of the total number of employees in four (Miami, Montgomery, Greene and Clark) out of seven counties under the study. According to the most recent estimates, the total number of local workers in the aforementioned four counties exceeds 451,500 in 1991. Based on
these results, the percentage of American workers employed by foreign-controlled businesses in Dayton region is much below the national average which is said to be around 3.5% of the total employment in the United States. (Arpan and Ricks, 1990, p. XII)

Interestingly, out of 229 foreign firms existing in the state of Ohio, 187 companies were identified to be Japanese firms. 32 of these firms are operating in the seven counties under jurisdiction of Dayton Area Chamber of Commerce. Among all foreign subsidiaries, American Honda of America Co., a Japanese subsidiary of Honda, was classified to have the largest share of local employment. It alone employs around 2000 local workers, accounting for 21.7% of all foreign-employed workers in the targeted counties.

Finally, the results of this survey indicate that no foreign investor has been currently engaged in production of goods and services deemed vital to the national security of the United States; such as, nuclear energy, commercial aviation, communication and so on. Most foreign-owned firms were found to be producing steel processing, auto steering wheels, hoists and cranes, automotive parts, electromechanical products, elevators, sand, gravel and stone, information and consultant services and so on. These results are consistent with Arpan and Ricks findings regarding foreign direct investment involvement in sensitive sectors of the U.S. economy at the national level.
The task of creation of a new directory of foreign firms and businesses for the Dayton Area Chamber of Commerce performed in conjunction with my Economics Internship Program proved to be very successful. A total number of 57 firms were listed in the Chamber's data base with their complete addresses, telephone numbers, address of foreign parents, type(s) of products and number of local employees.

This directory will help the Chamber to extend its services to all locally operated, foreign-owned firms. It also can be used as a screening device to attract additional foreign businesses into this area, thereby boosting the local economy. The Chamber can play an important role in stimulating foreign interests in the local community by targeting industries and countries already having firms in the area. It can expand the local share of FDIUS by providing interested new firms with information about linking them with other nationals and suppliers. This directory is a good beginning on this journey.
# APPENDIX A

## PARENT COUNTRIES RANKED BY NUMBER OF ESTABLISHMENTS AND EMPLOYEES IN THE DAYTON REGION

<table>
<thead>
<tr>
<th>RANK</th>
<th>COUNTRY</th>
<th>NUMBER OF ESTABLISHMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Japan</td>
<td>32</td>
</tr>
<tr>
<td>2</td>
<td>England</td>
<td>6</td>
</tr>
<tr>
<td>3</td>
<td>Germany</td>
<td>4</td>
</tr>
<tr>
<td>4</td>
<td>France</td>
<td>3</td>
</tr>
<tr>
<td>5</td>
<td>Denmark</td>
<td>3</td>
</tr>
<tr>
<td>6</td>
<td>Sweden</td>
<td>2</td>
</tr>
<tr>
<td>7</td>
<td>Switzerland</td>
<td>2</td>
</tr>
<tr>
<td>8</td>
<td>Canada</td>
<td>1</td>
</tr>
<tr>
<td>9</td>
<td>Austria</td>
<td>1</td>
</tr>
<tr>
<td>10</td>
<td>Finland</td>
<td>1</td>
</tr>
<tr>
<td>11</td>
<td>Luxembourg</td>
<td>1</td>
</tr>
<tr>
<td>12</td>
<td>New Zealand</td>
<td>1</td>
</tr>
</tbody>
</table>

Total: 57

<table>
<thead>
<tr>
<th>RANK</th>
<th>COUNTRY</th>
<th>NUMBER OF EMPLOYEES</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Japan</td>
<td>5,939</td>
</tr>
<tr>
<td>2</td>
<td>England</td>
<td>1,025</td>
</tr>
<tr>
<td>3</td>
<td>France</td>
<td>502</td>
</tr>
<tr>
<td>4</td>
<td>Finland</td>
<td>400</td>
</tr>
<tr>
<td>5</td>
<td>Denmark</td>
<td>384</td>
</tr>
<tr>
<td>6</td>
<td>Germany</td>
<td>286</td>
</tr>
<tr>
<td>7</td>
<td>Luxembourg</td>
<td>200</td>
</tr>
<tr>
<td>8</td>
<td>Switzerland</td>
<td>166</td>
</tr>
<tr>
<td>9</td>
<td>Sweden</td>
<td>160</td>
</tr>
<tr>
<td>10</td>
<td>Canada</td>
<td>65</td>
</tr>
<tr>
<td>11</td>
<td>Austria</td>
<td>61</td>
</tr>
<tr>
<td>12</td>
<td>New Zealand</td>
<td>44</td>
</tr>
</tbody>
</table>

Total: 9,232
### APPENDIX B

**DAYTON FOREIGN-OWNED COMPANIES WITH NUMBER OF EMPLOYEES CLASSIFIED BY COUNTRY**

**Japan:**

<table>
<thead>
<tr>
<th>NAME OF THE COMPANY</th>
<th>NUMBER OF EMPLOYEES</th>
</tr>
</thead>
<tbody>
<tr>
<td>American Honda of America Co.</td>
<td>2,000</td>
</tr>
<tr>
<td>American Honda of Motor Co.</td>
<td>150</td>
</tr>
<tr>
<td>American Matsushita</td>
<td>550</td>
</tr>
<tr>
<td>A-Mold Corp.</td>
<td>197</td>
</tr>
<tr>
<td>Cincinnati Semi-conductor Corp.</td>
<td>373</td>
</tr>
<tr>
<td>Coilplus Ohio</td>
<td>31</td>
</tr>
<tr>
<td>Color Composites Technologies Inc.</td>
<td>70</td>
</tr>
<tr>
<td>Fujetic Industries Inc.</td>
<td>200</td>
</tr>
<tr>
<td>Gokoh Corp.</td>
<td>13</td>
</tr>
<tr>
<td>Green Tokai Co., LTD.</td>
<td>300</td>
</tr>
<tr>
<td>Greenville Technology Inc.</td>
<td>240</td>
</tr>
<tr>
<td>Ikoda Interior Systems</td>
<td>180</td>
</tr>
<tr>
<td>Isotec</td>
<td>75</td>
</tr>
<tr>
<td>Leblond Makino Machine</td>
<td>300</td>
</tr>
<tr>
<td>Lucas Sumitomo Brakes Inc.</td>
<td>89</td>
</tr>
<tr>
<td>Matai of USA Inc.</td>
<td>50</td>
</tr>
<tr>
<td>Mitsubishi Electric Inc.</td>
<td>210</td>
</tr>
<tr>
<td>Modern Industrial Plastics Inc.</td>
<td>100</td>
</tr>
<tr>
<td>Modern Industrial Plastics</td>
<td>100</td>
</tr>
<tr>
<td>Motoman Inc.</td>
<td>NA</td>
</tr>
<tr>
<td>Mova Steel Processing</td>
<td>150</td>
</tr>
<tr>
<td>Neaton Auto Products</td>
<td>300</td>
</tr>
<tr>
<td>N.K. Parts Inc.</td>
<td>100</td>
</tr>
<tr>
<td>Odrawa Automation</td>
<td>35</td>
</tr>
<tr>
<td>Sankyo America Inc.</td>
<td>14</td>
</tr>
<tr>
<td>Sanyo Tool of Ohio Inc.</td>
<td>5</td>
</tr>
<tr>
<td>Shintoa Int’l Inc.</td>
<td>5</td>
</tr>
<tr>
<td>Sumitomo Machinery Corp.</td>
<td>1</td>
</tr>
<tr>
<td>Teikoku Corp.</td>
<td>38</td>
</tr>
<tr>
<td>Trutec Industries</td>
<td>60</td>
</tr>
<tr>
<td>U.S. Coshin Inc.</td>
<td>2</td>
</tr>
<tr>
<td>Y.S. Technologies</td>
<td>1</td>
</tr>
</tbody>
</table>

**Total:** 5,939
<table>
<thead>
<tr>
<th>Country</th>
<th>Company Name</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENGLAND</td>
<td>American Aggregate Corp.</td>
<td>60</td>
</tr>
<tr>
<td></td>
<td>American Aggregate Corp.</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>Apleton Papers Inc.</td>
<td>450</td>
</tr>
<tr>
<td></td>
<td>GEC Avionics Inc.</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>Lucas Ledex Inc.</td>
<td>400</td>
</tr>
<tr>
<td></td>
<td>SCM Allied Paper Inc.</td>
<td>100</td>
</tr>
<tr>
<td></td>
<td><strong>Total:</strong></td>
<td><strong>1,025</strong></td>
</tr>
<tr>
<td>FRANCE</td>
<td>Babolat V.S.</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>Cap Gemini America</td>
<td>65</td>
</tr>
<tr>
<td></td>
<td>Coperweld Corp.</td>
<td>426</td>
</tr>
<tr>
<td></td>
<td><strong>Total:</strong></td>
<td><strong>502</strong></td>
</tr>
<tr>
<td>FINLAND</td>
<td>Robbins &amp; Myers Inc.</td>
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<td><strong>Total:</strong></td>
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<td>DENMARK</td>
<td>Banmfolder Corp.</td>
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<td>Stromag Inc.</td>
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<td>Timag Inc.</td>
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<td>Euro Drive Inc.</td>
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<td>Hammalmann Corp.</td>
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<td>Miles Laboratories</td>
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<td>Rital Corp.</td>
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<td>LUXEMBOURG</td>
<td>Huffy Corp.</td>
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<td>SWITZERLAND</td>
<td>Klinger Richard Inc.</td>
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<td>Schindler Ekevator Corp.</td>
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<td>SWEDEN</td>
<td>AGA Gas Inc.</td>
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<td>AGA Gas Inc.</td>
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CANADA:
Day Int’l Corp.  Total:  65

AUSTRIA:
EMI Corp.  Total:  61

NEW ZEALAND:
Amcast Industrial  Total:  44

Grand Total:  9,232
## APPENDIX C

### LIST OF FOREIGN-OWNED FIRMS OPERATING IN DAYTON AREA CHAMBER OF COMMERCE

<table>
<thead>
<tr>
<th>Dayton Facility</th>
<th>Parent</th>
<th>Product</th>
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<tbody>
<tr>
<td>AGA Gas INC.</td>
<td>AGA Gas INC.</td>
<td>Air separation plant</td>
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<tr>
<td>300 Dayton Pk Dr.</td>
<td>S-181 Lindingo</td>
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</tr>
<tr>
<td>Dayton, OH 45414-4410</td>
<td>Stokholom, Sweden</td>
<td></td>
</tr>
<tr>
<td>EMP: 50</td>
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</tr>
<tr>
<td>(513) 223-5143</td>
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<td>SIC: 2813</td>
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<tr>
<th>AGA Gas INC.</th>
<th>AGA Gas INC.</th>
<th>Production sale</th>
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<tr>
<td>1123 Cook Ave.</td>
<td>A 13 S-181 Lindingo</td>
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<td>Dayton, OH 45404</td>
<td>Stokholom, Sweden</td>
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<th>AMCAST INDUSTRIAL</th>
<th>CHASE CORP LTD</th>
<th>Slow control</th>
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<tr>
<td>South Dixie Dr.</td>
<td>New Zealand</td>
<td>Products &amp; engineering components</td>
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<tr>
<td>P.O. Box 98</td>
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<td>aluminum wheels &amp; aerospace products</td>
</tr>
<tr>
<td>Dayton, OH 45401</td>
<td></td>
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<tr>
<td>EPL: 44</td>
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<tr>
<td>(513) 298-5251</td>
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<table>
<thead>
<tr>
<th>AMERICAN AGGREGATE CORP.</th>
<th>AMERICAN AGGREGATE CORP 31 Charless</th>
<th>Sand, gravel &amp; stone</th>
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<tr>
<td>6450 Sandlake Rd.</td>
<td>11 St. James Sq</td>
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<td>Dayton, OH 45414</td>
<td>London, England</td>
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<td>EMP: 60</td>
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<tr>
<td>(513) 454-1128</td>
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<table>
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<tr>
<th>AMERICAN AGGREGATE CORP</th>
<th>AMERICAN AGGREGATE CORP Charless 11</th>
<th>Sand, gravel, slag &amp; crushed stones</th>
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<tr>
<td>3850 Lower Valley Pke</td>
<td>St. London, England</td>
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<td>Springfield, OH 45505</td>
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<td>EMP: 12</td>
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<td>(513) 325-1521</td>
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<tr>
<th>AMERICAN HONDA OF AMERICA CO.</th>
<th>HONDA MOTOR CO.</th>
<th>Manufacturing</th>
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<tbody>
<tr>
<td>12500 Meranda Dr.</td>
<td>27-8 Jingumae</td>
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</tr>
<tr>
<td>Anna, OH 45302</td>
<td>6-Chome Shibufa-KU</td>
<td></td>
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<tr>
<td>EPL: 2000</td>
<td>Tokyo 150 Japan</td>
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<tr>
<td>(513) 498-4545</td>
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<table>
<thead>
<tr>
<th>AMERICAN HONDA MOTOR CO</th>
<th>HONDA MOTOR CO LTD</th>
<th>Parts redistribution center &amp; parts warehouse</th>
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<tbody>
<tr>
<td>101 South Stanfield Rd.</td>
<td>27-8 Jingumae 6-Chome Shibufa-KU</td>
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<tr>
<td>Troy, OH 45373</td>
<td>Tokyo 150 Japan</td>
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<tr>
<td>EMP: 150</td>
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<tr>
<td>(513) 332-6100</td>
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<td>Address/Contact Details</td>
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<td>AMERICAN MATSUSHITA</td>
<td>1400 West Market St. Troy, OH 45373</td>
<td>Manufacturing</td>
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<td>MATUSHITA ELECTRICA CORP.</td>
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<td>Japan</td>
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<td>A-MOLD CORP.</td>
<td>4600 Mason Montgomery Rd Mason, OH 45040</td>
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<td>IBE AMERICA INDUSTRIES LTD</td>
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<td>Japan</td>
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<tr>
<td>APPLETON PAPERS INC</td>
<td>1030 W. Alex Bell Rd. W. Carrollton, OH 45449</td>
<td>Manufacturing</td>
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<td>BAT INDUSTRIES</td>
<td>50 Victoria St. London, England</td>
<td>Manufacturing, paper &amp; carbonless paper</td>
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<tr>
<td>BABOLAT V.S.</td>
<td>6560 Centerville Business Parkway Dayton, OH 45459</td>
<td>Wholesale &amp; distribution office</td>
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<tr>
<td>BABOLAT V.S.</td>
<td>93 Rue Andre-Bollier PB 7123 F-693 Lyon-Cedex 2 France</td>
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<tr>
<td>BANMFOLDER CORP.</td>
<td>1660 Campbell Rd. Sidney, OH 45365</td>
<td>Paper industries machinery</td>
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<td>DET OSTASIATISKE</td>
<td>Campbaghi As Denmark</td>
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<tr>
<td>CAP GEMINI AMERICA</td>
<td>6450 Poe Ave Suite Dayton, OH 45414</td>
<td>Information and consulting services</td>
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<tr>
<td>CAP GEMINI</td>
<td>Place De L’Etoile Paris, France</td>
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<td>CINCINNATI SEMI-CONDUCTOR CORP.</td>
<td>537 Grandin Rd. Mainville, OH 45039</td>
<td>Manufacturing</td>
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<tr>
<td>OSAKA TITNIUM CO LTD</td>
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<td>Steel processing</td>
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<tr>
<td>COILPLUS OHIO</td>
<td>4801 Gate Blvd Springfield, OH 45502</td>
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<td>MITUBISHI CORP.</td>
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22
COLOR COMPOSITES
TECHNOLOGIES INC
P.O. Box 741
Sidney, OH 45365
EMP: 70
(513) 498-4338
SIC: 2865

TOYO INK MASUI TOATSU
2-9 Shimbashi 1-Chrome
603 Otemashi
Chihoda, Japan

COPERWELD CORP/SHELBY DIVISION
OHIO TOOL CO
132 W. Main St.
Shelby, OH 44875
EMP: 426
(513) 347-2424

SOLIETE IMETAL
1 Blvd De Vaugirad
Paris, France 75751

DAY INT'L CORP.
P.O. Box 338
Dayton, OH 45402-0335
EMP: 65
(513) 224-4000
SIC: 3089

PETR & EDWARD
Bronfman
Etal Canada

EMI CORP.
427 W. Pike St. 15
Jackson Center, OH 45334
EMP: 61
(513) 596-5511
SIC: 3566

WITMANN KUNSTSTOFFGERATE
Belt conveyors
Hosnadelgrasse A-1220
Wien Austria

EURO DRIVE INC.
2001 W. Main St.
Troy, OH 45373
EMP: 100
(513) 335-0036
SIC: 3566

SEW EURODRIVE GMBN & CO
Gear motors
Durlachersrasse, 5-7
7520
Bruchstarl, Germany

FUJETEC INDUSTRY INC.
401 Fujetec Dr.
Lebanon, OH 45036
EMP: 200
(513) 432-8000

FUJETEC CO LTD
Japan

GEC AVIONICS INC
Suite 1375 Kettering Tower
Dayton, OH 45423
EMP: (513) 224-1110

GEC AVIONICS INC
Marketing firm
Airpport Works Rochester Kent ME 1
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<td>GOKOH CORP.</td>
<td>1280 Archer Dr., Troy, OH 45373</td>
<td>13</td>
<td>(513) 339-4977</td>
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<td>GOKOH SANYO LTD</td>
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<td>Japan sales &amp; purchases</td>
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<td>GREEN TOKAI CO LTD</td>
<td>200 Carr Dr., Brookville, OH 45309</td>
<td>300</td>
<td>(513) 833-5444</td>
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<td>TOKAI KOGYO &amp; ENGINE</td>
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<tr>
<td>GREENVILLE TECHNOLOGY</td>
<td>P.O. Box 474, Greenville, OH 45331</td>
<td>240</td>
<td>(513) 548-1471</td>
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<td>MORIROKU CO LTD</td>
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<td>HAMALMANN CORP.</td>
<td>3949 Dayton Park Dr., Dayton, OH 45414</td>
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<td>MASCHINEN FABRIK</td>
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<td>HUFFY CORP.</td>
<td>7701 Byers Rd., Dayton, OH 45401</td>
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<td>DERBY INTERNATIONAL SA</td>
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<td>IKODA INTERIOR SYSTEMS</td>
<td>1630 Ferguson Rd., Sidney, OH 45365</td>
<td>180</td>
<td>(513) 492-2708</td>
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<td>IKODA BUSSAN LTD</td>
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<td>ISOTEC</td>
<td>3858 Benner Rd., Miamisburg, OH 45342</td>
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<td>(513) 859-1808</td>
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<td>ISOTEC INC.</td>
<td>Japan</td>
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<td>Stable Isotopes</td>
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<td>KLINGER RICHARD INC.</td>
<td>2350 Campbell Rd., Sidney, OH 45356</td>
<td>100</td>
<td>(513) 498-1181</td>
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<tr>
<td>KLININGER ADMINISTRATION</td>
<td>AS SEONERSTRE 287 CH-5704</td>
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<td>Gasket</td>
<td>Engiswill Switzerland</td>
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LEBLOND MAKINO MACHINE TOOL CO LTD
7680 Innovation Way
Mason, OH 45040
EMP: 300
(513) 573-7200

MAKINO MILLING MACHINE TOOL CO LTD
Japan

LUCAS LEDEX INC.
801 Scholz Drive
P.O. Box 427
Vandalia, OH 45377
EMP: 400
(513) 898-3621

LEDEX INC
Edgbaston House
3 Dliches Place HAG
Birmingham B 16 8 NH
England

LUCAS-SUMITOMO BRAKES INC
SUMITOMO ELECTRIC IND & LUCAS GRILL
1650 Kingsville Dr.
Lebanon, OH 45036
EMP: 89
(513) 932-7878

LEDEX INC
Electromechanical products

MATAI OF USA INC.
1800 E. Pleasant St.
P.O. Box 1808
Springfield, OH 45501
EMP: 50
(513) 325-0611

NILTON MATAI CO LTD
SHINTOA KOEKI KAISHA
3-3-1 Maznouchi
Chiyoda-KU
Tokyo 100 Japan

BAYER AG
5090 Leverkusen
Bayerwok
Germany

BAYER AG
Pharmaceutical preparation

MITSUBISHI ELECTRIC MFG
4773 Bethany Rd.
Mason, OH 45040
EMP: 210
(513) 398-2220

MITSUBISHI ELECTRIC CO
Alternators

RIKEN CORP OF AMERICA
Automotive parts

MILES LABORATORIES
MARSCHAL DIV
P.O. Box 14304
Northside Station
EMP: 3
(513) 281-6435
SIC: 2834

MILES LABORATORIES
BAYER AG
Pharmaceutical preparation

MODERN INDUSTRIAL PLASTIC INC
2 Mosier Industrial Pk.
Brookville, OH 45309
EMP: 100
(513) 833-4444

RIKEN CORP OF AMERICA
Japan

SIC: 2834
<table>
<thead>
<tr>
<th>Company Name</th>
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<th>Contact Information</th>
<th>Industry Details</th>
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<tr>
<td>MODERN INDUSTRIAL AUTOMOTIVE</td>
<td>337 N. Dixie Dr., Dayton, OH 45414</td>
<td>EMP: 100 (513) 276-4600</td>
<td>RIKEN CORP OF AMERICA Japan parts</td>
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<tr>
<td>PLASTIC INC</td>
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<tr>
<td>MOTOMAN INC</td>
<td>805 Liberty Lane, West Carrollton, OH 45449</td>
<td>EMP: NA (513) 847-6200</td>
<td>HOBART BROTHERS &amp; Robots</td>
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<tr>
<td>DYASUKAMA ELECTRIC INC</td>
<td></td>
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<td>ROBOTS</td>
<td></td>
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<tr>
<td>NOVA STEEL PROCESSING</td>
<td>315 Park Ave., Tipp City, OH 45371</td>
<td>EMP: 150 (513) 667-6255</td>
<td>CITOH &amp; ARMCO STEEL Japan Steel processing</td>
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<tr>
<td>NEATON AUTO PRODUCTS MFG INC</td>
<td>975 South Franklin St., Eaton, OH 45320</td>
<td>EMP: 300 (513) 456-7103</td>
<td>NIPPON PLAST Japan Auto steering wheels</td>
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<tr>
<td>N.K. PARTS INC</td>
<td>777 Kuther Rd., Sidney, OH 45365</td>
<td>EMP: 100 (513) 498-4651</td>
<td>NIPPON KONPO UNYU CO Japan Warehousing/ Packaging</td>
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<tr>
<td>ODRAWA AUTOMATION</td>
<td>4805 South Country Rd., Tipp City, OH 45371</td>
<td>EMP: 35 (513) 667-8433</td>
<td>ODRAWA ENGINEERING CO LTD Japan Specialized Equipments for auto industries</td>
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<tr>
<td>RITAL CORP.</td>
<td>1900 E. Lettle Lane, Springfield, OH 45505</td>
<td>EMP: 175 (513) 323-5777</td>
<td>RITAL WERK GMBHG &amp; CO KG Electric enclosures</td>
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ROBINS & MYERS INC
P.O. Box 960
Springfield, OH 45501
EMP: 400
(513) 327-3111
SIC: 3536

KONE CORP.
P.O. Box 8 SF-00331
Helsinki 33
Finland

SANKYO AMERICA INC
P.O. Box 4338
10655 State Rt 47
Sidney, OH 45365
EMP: 14
(513) 498-4901

SANKYO SEISAKUSHO LTD
Japan

SNKYO TOOL OF OHIO INC
1285 South Patteron St.
Xenia, OH 45385
EMP: 5
(513) 374-0033

SANKYO TOOL LTD
Japan

SCHINDLER ELEVATOR CORP.
P.O. Box 675
Sidney, OH 45365
EMP: 66
(513) 492-3186

SCHINDLER MFG
920 S. Vandermark Rd.
Switzerland

SCM APPLIED PAPER INC
1129 Miamisberg-Centerville 180 Brompton Rd.
Dayton, OH 45449
EMP: 120
(513) 866-7421

SCM APPLIED ENERGY
London 1 HF
London, England

SHINTOA INT’L INC
P.O. Box 537-A
Springfield, OH 45501
EMP: 5
(513) 322-1698

SHINTOA KOEKI KAISHA
Japan

STROMAG INC
85 Westpark Rd.
Centerville
Dayton, OH 45459
EMP: 30
(513) 433-3882

MAßCHINENFABRIK
STROMAG GMBH
Postfach 309
Hansastraße 120
Unna 4750 Denmark

SUMITOMO MACHINERY CORP
OF AMERICA
1069 Willow Lane
Mason, OH 45040
EMP: 1
(513) 398-2119

SUMITOMO HEAVY IND
Japan

Distribution of
Power transmis-
sion products

Manufacturing

Cutting tools

Elevator

Computer &
business forms

Trading office

Brakes,
Clutches &
coupling

Hoist & cranes

<table>
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<th>Company Name</th>
<th>Address</th>
<th>City, State Zip Code</th>
<th>Employees</th>
<th>Phone Number</th>
<th>Country</th>
<th>Category</th>
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<tbody>
<tr>
<td>TEIKOKU CORP.</td>
<td>4500 Gateway Blvd</td>
<td>Springfield, OH 45502</td>
<td>38</td>
<td>(513) 325-9900</td>
<td></td>
<td>TEIKOKU CHROME CO LTD</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Japan</td>
<td>Motor vehicle parts &amp; accessories.</td>
</tr>
<tr>
<td>TIMAG INC</td>
<td>2804 Shaker Town</td>
<td>Xenia, OH 45385</td>
<td>4</td>
<td>(513) 429-4686</td>
<td>Japan</td>
<td>E &amp; S LOHAUS</td>
</tr>
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<td></td>
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<td></td>
<td></td>
<td>Springs &amp; wires</td>
</tr>
<tr>
<td>TRUTEC INDUSTRIES # 3</td>
<td>4700 Gateway Blvd</td>
<td>Springfield, OH 45502</td>
<td>60</td>
<td>(513) 323-8833</td>
<td>Japan</td>
<td>NIHON PARIRIZING CO</td>
</tr>
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<td></td>
<td></td>
<td></td>
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<td></td>
<td>Heat treatment</td>
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<tr>
<td>U.S. COSHIN INC</td>
<td>231 Garber Dr.</td>
<td>Tipp City, OH 45371</td>
<td>2</td>
<td>(513) 667-7960</td>
<td>Japan</td>
<td>COSHIN INTEX CO LTD</td>
</tr>
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<td></td>
<td>Trade and Maintenance</td>
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<tr>
<td>Y.S. TECHNOLOGIES</td>
<td>2017 Springboro West</td>
<td>Dayton, OH 45439</td>
<td>1</td>
<td>(513) 293-5971</td>
<td>Japan</td>
<td>YASHIYO YOKEN</td>
</tr>
<tr>
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<td>Representation office</td>
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APPENDIX D

Cover letter, initial draft

Dayton Area Chamber of Commerce

Foreign firm Survey

July 15, 1991

Dear constituent:

Enclosed is our Foreign Firm Survey. This survey will be used to assemble a list of foreign firms and companies engaged in production of goods and services in Dayton area.

The purpose that we are undertaking this survey is to improve the level of services to such firms. Your response will allow us to provide valuable information about the volume and impact of direct foreign investment in Dayton’s economy.

Your participation in this survey is extremely important. With your help, we will be able to provide accurate, up-to-date and first-hand information to the Chamber which will further promote foreign investment activities in Dayton area.

Please answer all the applicable questions on the survey and send it back in the postage-paid response envelope. The deadline for mailing your survey responses is August 31, 1991.

Thank you for your cooperation in completing this survey. Upon your request, the resulting listing will be made available to you.

Sincerely

................

president
Questionnaire

Dayton Area Chamber of commerce

Foreign firm survey

Company: ______________________________________________________

Address:  ______________________________________________________

City: ________ State: ________ Zip: _________________________

Phone: ___________________________

Name of the parent firm: __________________________________________

Country of citizenship: __________________________________________

Number of local employees: ________________

What percentage of the firm's assets is owned by you?

10 % ———- 25 % ——— 50 % ——— 75 % ——— 100 % ———

Is your firm a manufacturer?

Yes ______ No ______

If yes, what product(s)? __________________________________________

Is your firm engaged in services?

Yes ______ No ______

If yes, what type(s) of services? ________________________________

What is your annual sales volume? ________________________________

Enclosure
APPENDIX E

The following is a list of phone and Fax numbers of foreign embassies, consulates, and trade commissions; as well as, local chambers of commerce contacted during this research work.

1. Australia:
   Embassy in W.D.C.
   Telephone: (202) 797-3000
   Fax: (202) 797-3163

2. Austria:
   Embassy in W.D.C.
   Telephone: (202) 487-4474
   Fax: (202) 483-2743
   Consulate in Cleveland;
   Telephone: (216) 621-5588

3. Belgium:
   Embassy in W.D.C.;
   Telephone: (202) 939-9200
   Consulate in Cleveland;
   Telephone: (216) 687-8818

4. Canada:
   Embassy in W.D.C.;
   Telephone: (202) 682-1740
   Consulate in Cleveland;
   Telephone: (216) 771-0150
   Consulate in Detroit;
   Telephone: (313) 567-2340
   Trade Commission in Cincinnati;
   Telephone: (513) 762-7655

5. Denmark:
   Embassy in W.D.C.;
   Telephone: (202) 234-4300
   Consulate in Cleveland;
   Telephone: (216) 621-0200

6. Finland:
   Embassy in W.D.C.;
   Telephone: (202) 363-2430
   Consulate in Cleveland;
   Telephone: (216) 248-4404

7. France:
   Embassy in W.D.C.;
   Telephone: (202) 944-6000
   Consulate in Cincinnati;
   Telephone: (513) 871-8529
8. Germany:
   Embassy in W.D.C.;
   Telephone: (202) 298-4000
   Consulate in Cincinnati;
   Telephone: (513) 621-3440
   Consulate in Cleveland;
   Telephone: (216) 296-1100

9. Italy:
   Embassy in W.D.C.;
   Telephone: (202) 328-5500
   Consulate in Cincinnati;
   Telephone: (513) 541-2661
   Consulate in Cleveland;
   Telephone: (216) 861-1558
   Trade commission in Chicago;
   Telephone: (312) 670-4360

10. Japan:
    Embassy in W.D.C.;
    Telephone: (202) 939-6700
    Consulate in Cleveland;
    Telephone: (216) 477-6977

11. Luxembourg:
    Embassy in W.D.C.;
    Telephone: (202) 265-4171
    Consulate in Midletown;
    Telephone: (513) 422-4697

12. Netherlands:
    Embassy in W.D.C.;
    Telephone: (202) 244-5300
    Consulate in Cleveland;
    Telephone: (216) 232-5100

13. New Zealand:
    Embassy in W.D.C.;
    Telephone: (202) 328-4800
    Trade Development Board in W.D.C.;
    Telephone: (202) 328-4845
    Fax: (202) 265-9659

14. Norway:
    Embassy in W.D.C.;
    Telephone: (202) 333-6000
    Consulate in Cleveland;
    Telephone: (216) 241-6171
    Trade Commission in New York;
    Telephone: (212) 421-9210

1 New Zealand Trade Development Board sent the Chamber a list of the country's firms and businesses operating in the State of Ohio after we sent them our request by Fax.
Fax: (212) 838-0347²

15. South Africa:
   Embassy in W.D.C.;
   Telephone: (202) 232-4400
   Consulate in New York;
   Telephone: (212) 213-4880
   Trade Section in Chicago;
   Telephone: (312) 939-7929

Sweden:
   Embassy in W.D.C.;
   Telephone: (202) 944-5600
   Consulate in Cleveland;
   Telephone: (216) 241-0816

Switzerland:
   Embassy in W.D.C.;
   Telephone: (202) 475-7900
   Consulate in Cleveland;
   Telephone: (216) 881-2772
   Consulate in Cincinnati;
   Telephone: (513) 351-3008

United Kingdom:
   Embassy in W.D.C.;
   Telephone: (202) 462-1340
   Consulate in Cleveland;
   Telephone: (216) 621-7674

   CHAMBERS OF COMMERCE

   Cincinnati Chamber of Commerce;
   Telephone: (513) 579-3120

   German/American Chamber of Commerce in Chicago;
   Telephone: (312) 782-8557

   German/American Chamber of Commerce in New York;
   Telephone: (212) 974-8830

² We sent another Fax request to the Norwegian Trade Commission in New York to get a listing of the country’s firms in Ohio. However, they failed to send us any list.


