

# export

## GEORGIA- AUSTRIA CONNECTION

### GOVERNMENT & COMMERCE

Atlanta is home to the Honorary Consulate of Austria. Mr. Ferdinand C. Seefried has served as Honorary Consul General since 1995.

The Austrian Trade Commission U.S. branch office is located in Atlanta and is headed by Mr. Christian Kesberg, Trade Commissioner. Austrian Trade is the official Austrian Foreign Trade Promotion Organization and the largest provider of services in the area of foreign trade. Austrian Trade offices serve as gateways to Austria for international companies looking for world-class suppliers.

Atlanta, Georgia, has a sister city relationship with the city of Salzburg, Austria. The mission of the Atlanta Sister Cities Commission is to increase the knowledge, goodwill, and understanding of the world through people-to-people diplomacy, education, cultural and economic exchanges, and humanitarian assistance.

Georgia and the province of Upper Austria are members of the Regional Leaders Summit along with Québec, Canada; Shandong, China; Bavaria, Germany; São Paulo, Brazil; and Western Cape, South Africa. The goal of each Summit is to discuss topics related to sustainability and strategize to create a sustainable world.



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## TRADE RELATIONSHIP

### TRADE BALANCE

In 2010, the trade deficit between Georgia and Austria equaled \$210 million.

### EXPORTS

In 2010, Georgia exports to Austria totaled close to **\$87.3 million**, which was a **200%** increase over 2009.

Georgia ranked **6<sup>th</sup>** among U.S. states exporting to Austria. Austria is the **56<sup>th</sup>** largest export market for Georgia.

RANK	STATE	2010	% OF TOTAL	% CHANGE OVER '09
	_States	2,427,554,540	100	-4.31
1	Puerto Rico	362,302,288	14.92	-24.61
2	New York	224,717,242	9.26	26.82
3	California	194,352,059	8.01	0.74
	Unspecified	120,589,082	4.97	41.63
4	Pennsylvania	115,050,715	4.74	73.46
5	Kentucky	98,386,500	4.05	-73.19
<b>6</b>	<b>Georgia</b>	<b>87,265,481</b>	<b>3.59</b>	<b>200.74</b>
7	Texas	84,492,138	3.48	-6.4
8	Virginia	83,264,136	3.43	98.77
9	Alabama	80,905,248	3.33	94
10	Michigan	79,368,170	3.27	-6.4

Top exports to Austria include:

- aircraft/spacecraft
- electrical machinery
- machinery
- medical instruments
- chemical products

Georgia leads the nation in the export of the following goods to Austria:

- gas turbines
- optic fibers
- kaolin
- gas and liquid supply
- reaction initiators
- aircraft/ spacecraft(2<sup>nd</sup>)
- rubber (2<sup>nd</sup>)
- electrical machinery (2<sup>nd</sup>)
- uncoated paper (2<sup>nd</sup>)



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## IMPORTS

In 2010, Georgia's imports from Austria totaled close to **\$298 billion** (down 2.2% over 2009). The country is 30<sup>th</sup> among Georgia's top import markets.

Top imports from Austria include machinery, non-railway vehicles, electrical machinery, medical instruments, and photographic goods.

## CAPITAL INVESTMENT

There are more than 14 Georgia companies with operations in Austria.

There are close to 25 Austrian facilities operating in Georgia, including 12 manufacturing locations. The Austrian-affiliated companies employ close to 1,400 Georgians.

Note: Please see the appendix for a complete list of the facilities.

## TRANSPORTATION

Delta provides daily flights to Vienna via Charles de Gaulle airport in Paris, France or via Amsterdam, Netherlands.

## COMMUNITY & EDUCATION

The University System of Georgia currently offers eight study abroad programs to Austria. In the fall of 2007, 15 Austrian students were enrolled in the University System of Georgia.



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## APPENDIX

Georgia companies with operations in Austria include (highlights):

- CIBA VISION CORPORATION
- EXIDE TECHNOLOGIES
- FIRST DATA CORPORATION
- HOOTERS OF AMERICA INC.
- INFOR GLOBAL SOLUTIONS
- INVESCO LTD.
- LARSON-JUHL U.S. LLC
- MARKEM IMAJE
- NOVELIS INC.
- RADIANT SYSTEMS INC.
- SPECTRUM BRANDS INC.
- THE COCA-COLA COMPANY
- UNITED PARCEL SERVICE INC.
- UPS SUPPLY CHAIN SOLUTIONS
- YKK CORPORATION OF AMERICA

Austrian companies in Georgia include (highlights):

- AE&E GROUP GMBH
- ALPLA-WERKE LEHNER GMBH & CO. KG
- ANDRITZ AG
- B&R INDUSTRIE-ELEKTRONIK GMBH
- BERNECKER & REINER INDUSTRIE ELEKTRONIK
- DOKA INDUSTRIE GMBH
- GLOCK GMBH
- HIRSCH SERVO AG
- IFW-M OTTE GESMBH & CO. KG
- KHD HUMBOLDT WEDAG INTERNATIONAL GMBH
- KNAPP LOGISTIK AUTOMATION GMBH
- MAGNA STEYR POWERTRAIN AG & CO. KG
- MOELLER BETEILIGUNGEN GMBH
- OISMUELLER & PARTNER GROUP
- PLANSEE SE
- RATH AG
- RHI AG
- SCOTTY TELE-TRANSPORT CORP.
- SEEFRIED GROUP
- TREIBACHER INDUSTRIE AG
- TRIDONIC GMBH & CO. KG
- WIENERBERGER AG
- WOLFORD AG
- WOLFFVISION INNOVATION GMBH