

# export

## GEORGIA - CANADA CONNECTION

### GOVERNMENT & COMMERCE



Atlanta hosts one of the 20 Canadian diplomatic offices located in the United States. The Canadian Consulate in Atlanta was established in 1973, and it promotes trade and investment links, including science and technology partnering. The Consulate also works to advance academic and cultural ties between Canada and the U.S., and assist Canadians living and visiting the southeastern U.S. The territory covered by this Consulate General includes six southeastern states -- Alabama, Georgia, Mississippi, North Carolina, South Carolina and Tennessee. Mr. Stephen Brereton was appointed Consul General in September 2009.



Georgia is also host to the Quebec Government Delegation led by Ms. Ginette Chenard, and the Canadian-American Society of the Southeast U.S., a bi-national business association led by Ms. Donna Murley. These are active institutions with wide support from Canadians as well as local executives.



Georgia has had an office in Canada since 1981; in 2010, Ms. Gail Morris became Georgia's trade representative in Canada. The Georgia Department of Economic Development (GDEcD) launched a renewed Canada emphasis in 2004 with an initiative aimed at building awareness in Canada of opportunities in Georgia.

Georgia is a member of the Southeastern United States-Canadian Provinces Alliance (SEUS//CP), which is designed to present opportunities for businesses to enhance commercial exchanges, promote two-way investment, and encourage technological and scientific exchanges between and among six southeastern States and seven Canadian Provinces. In 2011, the SEUS//CP Conference will take place in Fredericton, New Brunswick in Canada on June 12-14.

Over 600 Canadians, representing about 300 companies, registered for the world-famous **BIO** conference that took place in May 2009 in Atlanta. These professionals arranged over 50 individual ""matchmaking"" meetings to bring Canadian firms together with companies based in the Southeastern United States, and set up an additional 110 meetings for Canadian companies through **BIO 2009's** popular Export Café (*Canadian Consulate General in Atlanta*).

Georgia and the state of Québec, Canada, are members of the Regional Leaders Summit along with São Paulo, Brazil; Shandong, China; Bavaria, Germany; Upper Austria, Austria; and Western Cape, South Africa. The goal of each Summit is to discuss topics related to sustainability and strategize to create a sustainable world. The 2010 Summit took place in South Africa in September; food security and integrated transportation was discussed.



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## TRADE RELATIONSHIP

### TRADE BALANCE

In 2010, the trade balance between Georgia and Canada totaled \$1.3 billion.

### EXPORTS

In 2010, Georgia exports to Canada totaled close to **\$4.9 billion**, which was an increase of 18.6% over 2009.

Canada is the **top** export market destination for Georgia.

RANK	COUNTRY	2010	% OF TOTAL	% CHANGE OVER '09
	_World	28,703,999,535	100	20.89
1	Canada	4,879,113,299	17	18.57
2	China	2,393,007,626	8.34	35.29
3	Mexico	1,943,784,646	6.77	42.97
4	Japan	1,196,796,867	4.17	9.72
5	Germany	1,017,128,864	3.54	0.21
6	United Kingdom	989,392,378	3.45	-18.66
7	Brazil	849,587,341	2.96	44.15
8	Singapore	795,411,075	2.77	28.8
9	Netherlands	759,954,912	2.65	14.82
10	Hong Kong	734,897,203	2.56	32.24

Top exports from Georgia to Canada include:

- Non-railway vehicles
- Machinery
- Electrical machinery
- Plastic
- Textile floor coverings
- Medical instruments

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

- Textile floor coverings
- Poultry
- Acrylic Polymers
- Kaolin
- Bandages (2<sup>nd</sup>)
- Oil seeds (2<sup>nd</sup>)
- Plastic floor coverings (3<sup>rd</sup>)
- Refrigerators/ freezers (3<sup>rd</sup>)
- Gas turbines (3<sup>rd</sup>)

### IMPORTS

In 2010, Georgia's imports from Canada totaled close to **\$3.6 billion** (up 5.5% over 2009). The country is 4<sup>th</sup> among Georgia's top import markets.

Top imports from Canada include mineral fuels and oils, plastics, machinery, electrical machinery, and aircraft/spacecraft.





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## **CAPITAL INVESTMENT**

There are more than 80 Georgia companies with operations in Canada.

There are close to 260 Canadian facilities operating in Georgia (from 137 affiliated companies in Canada), including 46 manufacturing locations. The Canadian-affiliated companies employ close to 8,997 Georgians.

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



## **TRANSPORTATION**

Delta Airlines offers daily direct flights from Atlanta to Montreal, Ottawa, Toronto, and Vancouver.

Air Canada offers daily direct flights from Atlanta to Toronto.

Greyhound Lines, Inc. offers bus service from Atlanta to Montreal and Toronto.



## **COMMUNITY & EDUCATION**

The Canadian Women's Club of Atlanta was established in 1974 as a non-profit social club to provide a venue where women with a Canadian background could meet, chat, reminisce, and explore their new country.

There are approximately 11,000 Canadians living in Georgia (U.S. Census Bureau: Current Population Survey-Supplement March 2004).

There were 622 students from Canada attending Georgia universities and colleges in the fall semester of 2007. Also, there were 82 faculty members from Canada.

Most Colleges and Universities in Georgia offer study abroad or student exchange programs through the University System of Georgia Study Abroad Program. USG institutions that have partnerships with Canadian Institutions include: Columbus State University, North Georgia College & State University, University of Georgia and University of West Georgia.



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## APPENDIX

Georgia companies with operations in Canada - highlights:



- AARON'S, INC.
- ACUITY BRANDS INC.
- AFC ENTERPRISES, INC.
- AGC FLAT GLASS N.A., INC.
- AGCO CORPORATION
- ALOETTE COSMETICS, INC
- BIONICHE ANIMAL HEALTH USA
- BRAND ENERGY & INFRASTRUCTURE SERVICES, INC.
- BWAY HOLDING CORPORATION
- CAJUN OPERATING COMPANY
- CARAUSTAR INDUSTRIES INC.
  
- CDC SOFTWARE, INC.
- CELLU TISSUE HOLDINGS, INC.
- CIBA VISION CORPORATION
- CONNOLLY CONSULTING INC.
  
- CONVERGENT MEDIA SYSTEMS
- COOPER WIRING DEVICES, INC.
- COX ENTERPRISES, INC.
- CRAWFORD & COMPANY
- DAYFORCE, INC.
- EBIX INC.
- ECLIPSYS CORPORATION
- ECOSMART TECHNOLOGIES
- EIS INC.
  
- EKA CHEMICALS, INC.
- EMS TECHNOLOGIES, INC.
- ENCOMPASS GROUP AFFILIATES, INC.
- EQUIFAX INC.
- EURAMAX INTERNATIONAL, INC.
- GENUINE PARTS COMPANY
  
- GEORGIA GULF CORPORATION
- GEOSYNTEC CONSULTANTS INC.
- GLOBAL PAYMENTS INC.
- GRAPHIC PACKAGING CORP.
- GREAT DANE LIMITED PARTNERSHIP
- H-E PARTS INTERNATIONAL LLC
- HDS IP HOLDING, LLC
  
- HOOTERS OF AMERICA INC.
- IMMUCOR, INC.
- INCOMM
  
- INFOR GLOBAL SOLUTIONS
  
- INTERCONTINENTALEXCHANGE
  
- INTERFACE, INC.
- INVESCO LTD.
- KAWNEER COMPANY, INC.
- LARSON-JUHL U.S. LLC
- MANHEIM
- MARKEM IMAJE
- MEGGITT TRAINING SYSTEMS
- MERIAL LTD.
  
- NCR CORPORATION
- NEWELL RUBBERMAID INC.
- NORTH OF ENGLAND INWARD INVESTMENT AGENCY
- NOVELIS INC.
- Nth DEGREE, INC.
- OXFORD INDUSTRIES INC.
- PADGETT BUSINESS SERVICES, INC.
- PREMIERE GLOBAL SERVICES
- PRGX GLOBAL
- PRIMERICA, INC.
- RECALL CORPORATION
- RED-D-ARC, INC.
- ROCK-TENN COMPANY
- ROLLINS INC.
- S.P.RICHARDS COMPANY
- SCHWEITZER-MAUDUIT INTERNATIONAL INC.
- SEAGULL SOFTWARE
- SOUTHWIRE COMPANY
- SPECTRUM BRANDS INC.
  
- TANDUS GROUP, INC.
- TENSAR CORPORATION
- TEXTILE RUBBER & CHEMICAL CO. INC.
- THE COCA-COLA COMPANY
- THE HOME DEPOT INC.
- THE QUIKRETE COMPANIES
- TSYS CARD TECH
- UNISOURCE WORLDWIDE
  
- UNITED PARCEL SERVICE
- UPS SUPPLY CHAIN SOLUTIONS
- VECTOR NETWORKS INC.
- VENTYX
- WENDY'S / ARBY'S GROUP, INC.
- YKK CORPORATION OF AMERICA
- ZEP INC.

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## Canadian companies with operations in Georgia - highlights:

- 9189-6175 Quebec Inc
- A M G Medical Inc
- AbitibiBowater Inc
- Agrium Inc
- Alcan Inc
- Alliance Corporation
- Alpha Pro Tech Ltd
- Aluma Systems, Inc.
- Atlas Cold Storage Canada Limi
- Avera Technologies Inc
- Bank Of Montreal
- Bc Hot House Foods Inc
- Bioniche Life Sciences, Inc.
- Birthright International
- BMO Financial Group
- Bombardier Inc
- Brookfield Asset Management
- Brunette Industries Ltd
- Cadillac Fairview Corp.
- CAE Inc
- Canadian Imperial Bank Of
- Canadian Paper Connection Inc
- CellFor Inc.
- Cinram International Income
- Compagnie Americaine de Fer et
- Comtronic Computer Inc
- Constellation Software Inc
- Control Systems Ontario Inc
- Coreslab International Inc
- Cott Corp
- Cra Holdings Inc
- Dectron Internationale Inc
- Descartes Systems Group Inc
- Dialogic Corp
- Domtar Corp
- Don Park LP
- Dundee Management
- Enablence Technologies Inc
- Enghouse Systems Limited
- Enterra Holdings Ltd
- EXIT Realty Corp International
- Fairfax Financial Holdings Ltd
- Fell-Fab Ltd.
- Flo Draulic Group
- Forsyth Holdings Inc
- Four Seasons Hotels
- Gensco Equipment (1990) Inc
- George Weston Limited
- Great Gulf Homes
- Groupe CGI Inc
- Groupe Van Houtte Inc
- International Mascot company
- Investissements Alonim Inc
- JA Bombardier Inc
- Janes Family Foods Ltd
- KIK Holdco Co
- Kingsway Financial Services
- Kubra Data Transfer Ltd
- Logistec Corp
- Maax Inc
- Magna International Inc
- Manulife Financial
- Manulife Financial Corp
- March Networks Corp
- Marshall-Barwick Holdings Inc
- Masonite Inc
- MDC Partners Inc.
- Mediagrif Interactive Techs
- Metal Supermarkets Corp
- Metal Supermarkets International



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## Canadian companies with operations in Georgia – highlights (cont.):



- Miller Group Inc
- Mitel Corp.
- Morris Chemicals Inc
- Morrison Hershfield Group Inc
- Nelson Granite Limited
- Norbord Inc
- Nortel Networks Corp
- Nurun Inc.
- OMERS Private Equity Inc.
- ONCAP II LP
- Onex Corp
- Onex Partners LP
- Ontario Teachers' Pension Plan
- Onx Enterprise Solutions Ltd
- Optelian Access Networks Corp
- OutdoorPartner Media Corp
- Pattison, Jim Group Inc
- PCL Employees Holdings Ltd
- Placements Lallemand Inc
- Polyair Inter Pack Inc
- Potash Corp of Saskatchewan
- Power Corp du Canada
- Price, E H Limited
- Quebecor Inc
- Quincaillerie Richelieu Ltee
- Redwood Plastics Corp
- Research In Motion Limited
- Resolve Corp
- Ritchie Brothers Auctioneers Inc
- Royal Bank Of Canada
- Russel Metals Inc
- Sauder Industries Ltd
- Shaw Almex Industries Ltd.
- Shred-it International
- Societe Holding Velan Ltee
- Sprung Sales Ltd
- Stantec Inc
- Sun Life Financial Inc
- Superior Plus Corp
- Symcor Inc
- Teknion Corp
- Terfloth International Inc
- Terra Nova Royalty Corp
- The Jean Coutu Group Inc
- The Jim Pattison Group
- Thomson Co Inc
- Tigercat International Inc
- TITUS Steel Co
- TLC Vision Corp
- Torquest Partners Inc
- Tree Island Wire Income Fund
- Trimac Transportation Services
- UAP Inc
- Uni-Select Inc
- Uxmal Communications Ltd
- Velan Inc
- Versent Corp
- Viking Chains Inc
- Vitran Corp Inc
- VK Brunette, Ltd.
- West Fraser Timber Co Ltd
- Woodbridge Foam Corp