



## Sector Profile

# Advanced Manufacturing



**Business Development and Enterprise Services**  
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# What Advanced Manufacturing in Guelph can offer



One of Guelph's longest standing and most innovative sectors, Advanced Manufacturing, is a vibrant local economic engine. Guelph's Advanced Manufacturing companies, led by Canadian and international leaders like Linamar, Magna-Polycon and Würth Canada, are already **building the economy of the future right here in Guelph**, based on competitive wages and staying at the cutting edge of the competitive global economy.



**Over 500**  
employers and  
entrepreneurs in  
this sector



**16,000**  
Guelph residents  
are employed in  
this sector



**9.5%**  
**employment**  
growth in this sector  
since 2011

## Key sectoral data

- Advanced Manufacturing is the largest employment sector for Guelphites contributing more than:
  - \$2.5 billion in GDP
  - \$4.5 billion in exports
- NGen – Next Generation Manufacturing Canada is the Canadian government's ambitious investment in the Advanced Manufacturing Supercluster, matching federal funds and private investments to industry-led projects. This Supercluster is chaired by Guelph's own Linda Hasenfratz, President, Chairman & CEO, Linamar.
- Industry subsectors:
  - Motor vehicle parts manufacturing
  - Machine shops, turned product, and screw, nut and bolt manufacturing
  - Architectural and structural metals manufacturing
  - Metalworking machinery manufacturing
  - Pharmaceutical and health care products

# Testimonials



## Leading Advanced Manufacturing companies

- ABS Friction
- Blount International
- Denso
- Guelph Manufacturing Group
- Hammond Manufacturing
- Hitachi
- Linamar
- Magna – Polycon
- Melitron Corporation
- Würth Canada

“When we chose to expand our investment in Guelph, the pro-business Guelph Economic Development team guided us to successful and on time completion. Highly recommended.”

*Rob Hammond, CEO, Hammond Manufacturing*

“The decision to relocate to Guelph has proven to be a very good one. The Economic Development team has been supportive, responsive and easy to work with.”

*Walter Hancharyk, Logistics Manager, Würth Canada*

“The Guelph Economic Development team were creative, fast and a true partner to ensure we found the best solution for our hub here in Guelph.”

*Jim Jarrell, President and COO, Linamar Corporation*



# About Guelph



2nd fastest  
growing mid-size city  
in Canada

growing mid-size city  
in Canada

Source: Conference Board  
of Canada, 2018



3rd best  
millennial  
hot spot in Canada

hot spot in Canada

Source: Point2 homes, 2018



4th best  
city  
to buy real estate  
in Canada

to buy real estate  
in Canada

Source: MoneySense Magazine, 2018



Top 6  
best  
places for newcomers  
in Canada

places for newcomers  
in Canada

Source: MoneySense Magazine, 2017



Top 10  
in Americas  
for foreign direct  
investment

Source: fDi Intelligence, 2017



## Centre of Canada's Innovation Corridor

### All within 90 minutes



Five international airports  
Toronto (2), Waterloo, Hamilton, London



Two shipping ports  
Toronto and Hamilton



Guelph Junction Railway  
offers access to CN and CPR,  
competitive rates and reliable daily service



**12,588** employers and entrepreneurs in the City of Guelph

Source: Canadian Business Counts, December 2017



University of Guelph  
3,500 annual graduates

Conestoga College  
5,000+ annual graduates



Our vibrant downtown  
attracts entrepreneurs, innovators, developers and new residents, and is  
exceeding growth targets

# Your success is our success!



## We make it easy to do business with City Hall

### Growing and resilient economy

Guelph has one of Canada's lowest unemployment rates, strongest housing markets, most innovative municipal governments and competitive tax rates—all contributing to a strong, reliable and sustainable local economy.

### Prime location

Guelph is close to everything, and it feels like you're away from it all. You'll have easy access to international airports, major highways and reliable rail. Toronto, Canada's largest city, is just an hour down the highway, and we're a short drive to the U.S. borders. From Guelph, you will have access to over 150 million North American consumers within one day's drive. Not to mention our spectacular natural green spaces that stretch for days.

### Enviably talented pool

We're home to a prominent University and College with more than a dozen top post-secondary institutions in surrounding communities. Employment skews professional, technical, agri-food and advanced technology. In all, a workforce of more than three million people live within an hour's commute.

- We work closely with you to help you "get to yes" and make your plans a reality.
- We provide you with user guides, user-friendly web pages and checklists to make your journey clear.
- We build the team you need and help you every step of the way.
- We're listening to business needs and continually improving how we do business.

### Competitive cost of doing business

Guelph offers top-notch professional services and amenities without a big city cost of living. Guelph has one of the lowest land and development costs in the Greater Toronto area. You'll enjoy lower-than-average labour and business costs, and Ontario offers the lowest overall tax rate on new business investment amongst all members of the G7.

### Entrepreneurial spirit

More than \$14 billion is spent on research and development each year in Ontario, and Guelph is a hotspot for discovery and innovation. Guelph is home to some of the world's most innovative companies, has more than 40 research institutes, and a spirit of collaboration to help bring your ideas to life.



**Business Development  
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