



Business Case  
Advanced Manufacturing



# Guelph

is within 1.5 hours of every  
automotive assembly plant in Canada.

*(with the exception of those in Windsor, Ont.)*

As the largest employer in the city of Guelph, the Advanced Manufacturing Sector is a critical part of our community. Its diverse sector members range from high precision manufacturing and auto parts assembly to plastic injection moulding machines manufacturing and automation devices. This enables advanced manufacturing to be a strong driver of the local economy.

An advantageous locale for large companies such as Linamar Corporation and DENSO Manufacturing Canada Inc., Guelph is also the location of choice for a number of smaller supporting manufacturing

companies. Its distinction as a preferred location results from unparalleled positioning: Guelph is within 1.5 hours of every automotive assembly plant in Canada (with the exception of those in Windsor, Ontario).

New and existing advanced manufacturing companies greatly benefit from choosing Guelph as the home for their small or large operations. As the largest sector in the city, it currently employs approximately 14,755 people, or 25%, of Guelph's total available labour force in over 360 separate companies.

Economic Development and Tourism Services is committed to supporting existing advanced manufacturing companies, assisting new and developing companies, and strengthening the industry overall. In addition to employing a specialized sector specialist for the industry, Guelph offers a range of one-on-one assistance to both new and existing businesses, and prime buildings and developable land. Having a specialist within the City of Guelph offers sector members a unique resource that makes both establishing and growing a business here simpler.

Streamlined license and permit application processes, and assistance with planning and building needs ensure that doing business with Guelph is an easy choice for advanced manufacturing businesses.



Guelph's strong manufacturing sector is supported by a number of resources:

### **Guelph Chamber of Commerce Industrial Committee**

The Industrial Committee provides a forum for members to address challenges facing the local industrial and manufacturing community such as new legislation, training and labour requirements, local governance issues, business practices and safety issues. The Industrial Committee allows local industry to raise issues and concerns, and to bring forward a common voice.

### **Advanced Manufacturing Investment Strategy (AMIS) Program**

The AMIS program, run by The Ministry of Economic Development and Trade, is a \$500 million repayable loan program. This is to encourage companies to invest in leading edge technologies and processes that will increase productivity and competitiveness. The goal of the AMIS program is to increase economic growth by stimulating private sector investment in innovation and leading edge technologies and processes across a range of sectors.

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## Stats and Facts

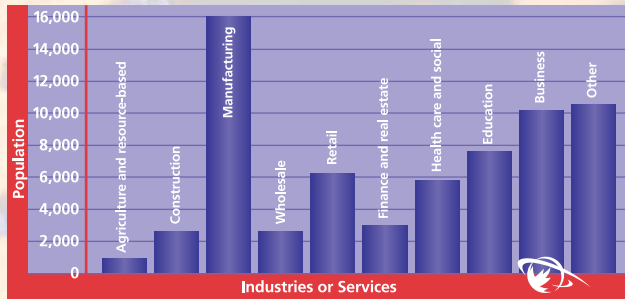
There are 280 companies in Guelph in this sector.

### Top 10 Manufacturing Employers

Linamar Corporation	8087
Polycon Industries	1000
Blount Canada Ltd.	800
W.C. Wood Company Ltd.	800
Guelph Tool Inc.	750
Skyjack Inc.	700
Guelph Products Collins and Aikman	600
Vehcom Manufacturing	520
Hammond Manufacturing Company Ltd.	501
Linex Manufacturing Inc.	408

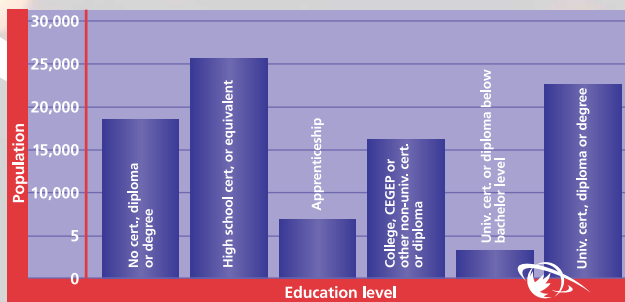
Source: 2008 Guelph Business Directory

### Number of people employed in this sector



Source: Statistics Canada, 2006 Census of Population.

### Average Education in years



Source: Statistics Canada, 2006 Census of Population.

## Manufacturing Employment

# of NAICS

Companies

16.....	Food Manufacturing
6.....	Beverage and Tobacco Product Manufacturing
4.....	Textile and Fabric Finishing
4.....	Clothing Manufacturing
2.....	Leather and Allied Product Manufacturing
9.....	Wood Product Manufacturing
6.....	Paper Manufacturing
31.....	Printing and Related Support Activities
14.....	Chemical Manufacturing
15.....	Plastics and Rubber Products Manufacturing
9.....	Non-Metallic Mineral Product Manufacturing
2.....	Primary Metal Manufacturing
88.....	Fabricated Metal Product Manufacturing
41.....	Machinery Manufacturing
7.....	Computer and Electronic Product Manufacturing
7.....	Electrical Equipment, Appliance and Component Manufacturing
19.....	Transportation Equipment Manufacturing
15.....	Furniture and Related Product Manufacturing
36.....	Miscellaneous Manufacturing

Source: 2008 Guelph Business Directory

## Business Profile

### Linamar

#### About the Organization

Linamar Corporation was founded in Guelph in 1966 as a small auto parts manufacturer. Today it is a diversified global manufacturer of highly-engineered products. The company's head office remains in Guelph, where Linamar is a publicly-traded company (TSX:LNR) and the city's largest employer. With more than 12,000 employees globally in 38 manufacturing locations, five research and development centres and nine sales offices, Linamar is a strong member of the Guelph community, generating sales of close to \$2.3 billion in 2006.

#### Products & Services

Linamar's corporate slogan, Power to Perform, is reflected in the company's status as a world leader in the collaborative design, development and manufacture of precision Powertrain and Driveline components, modules and systems for global vehicle markets. Linamar's industrial division is a world leader in the design and production of innovative mobile industrial products, notably its class-leading aerial work platforms.

#### Fact Sheet

- Linamar was named Canadian Manufacturers and Exporters "Manufacturer of the Year" in 2007
- In 2007, Linamar founder Frank Hasenfratz was inducted into the Canadian Manufacturing Hall of Fame
- Linamar has a presence in Canada, the United States, Mexico, Germany, Hungary, China, Korea and Japan
- Linamar owns the well-known brand names Skyjack and McLaren Performance Technologies
- Linamar is a generous community leader and supports countless social service, arts and healthcare organizations

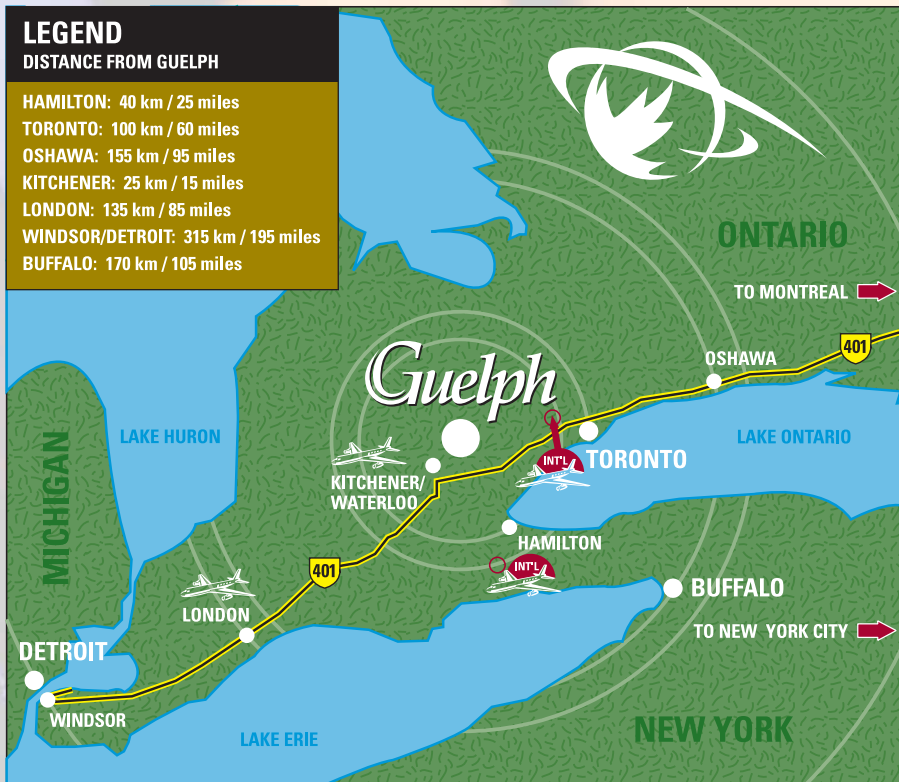
#### Advantages of being located in Guelph

"Linamar began in Ariss, Ontario, and quickly expanded into Guelph. We now operate 23 of our 38 facilities in Guelph. We choose to invest close to home and benefit from the many talented and skilled people in the area. One of our operational philosophies is to establish small, manageable facilities and to create plant clusters that enable us to link and leverage resources. Guelph is the ideal place to establish a major cluster because of its opportunity for greenfield development. Guelph also offers us a strategic location within close proximity to the U.S. border and major automotive centres in Ontario."

**Michael Annable,**  
*Executive Vice President of Administration*



# Grow Your Future Here





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