

CONDITIONS OF ACCESS

United States officials make wide use of "Buy America" clauses in either authorizing programs or in appropriating funds. Canadian owned companies are exempt from many of these provisions as they apply to civilian government agencies by virtue of GATT and the FTA. Procurements below \$25,000 are subject to Buy America and not covered from the FTA. There are also "set asides" for small business and minority owned firms, which are only available to US firms.

TECHNOLOGICAL OPPORTUNITIES FOR CANADIANS

As in other areas, the United States is both the largest potential market for Canadian technology goods and services and our largest source of technology. The special defence relationship and our own export control laws, which mirror United States export control laws, give us special access to United States technologies which may be difficult or impossible for industry in other countries to acquire.

The United States market is a highly competitive one. Price and quality will ultimately determine success or failure in the consumer market.

CONTACT POINT
Minister-Counsellor
(Commercial)
Canadian Embassy
501 Pennsylvania Ave. NW
Washington, DC 20001
Tel: (202) 662-1740
Fax: (202) 682-7726

2.1.1 Atlanta (Southeast U.S.)

The Southeastern U.S. has approximately 20% of the U.S. population (43 million). The Southeast transacts over 11% of U.S.-Canada trade by dollar volume and accounts for approximately 17% of the U.S. GNP. Seven major technology concentrations exist in the following cities:

- Tampa/Orlando/Miami (FL) - 6 million
- Atlanta/Georgia - 3.8 million
- Charlotte/Greenville/Spartanburg (NC-SC) - 2.2 million
- Raleigh/Durham/Greensboro (NC) - 1.6 million
- Knoxville/Nashville (Tn) - 1.5 million
- Huntsville/Birmingham (Al) - 1.5 million
- Mississippi - 0.8 million

On a scientist per capita basis Huntsville, Alabama ranks number one in the U.S.A.; Raleigh/Durham, North Carolina is number six and Atlanta, Georgia is number eight. Major manufacturing sectors are: aerospace/military; furniture; forest products; automotive/transportation; communication/telecommunication; textile/apparel/carpet; printing; plastics; and poultry.

The Southeastern U.S. has several universities with technology development of national and international stature: e.g. Georgia Tech, Emory University, University of Alabama, North Carolina State University and the University of Miami.

TECHNOLOGY TRENDS

The area's principal specialities and directions are:

- Biotechnology: Strength in genetic mapping, immunology coordinated through the Center for Disease Control, universities and several R&D centers.