

***Air Cargo Is Big Business at World's Busiest Airport  
and  
For Clayton County***

Most Georgians know that Atlanta's Hartsfield-Jackson has been the world's busiest airport for nearly a decade now. But did you know that it is also one of the most significant air cargo hubs in the U.S.? If metro Atlanta leaders have their way, the airport will continue to climb the ranks of importance in the cargo industry, increasing capacity, jobs and investment.

Last November, representatives from Clayton County joined Atlanta Mayor Kasim Reed and other Atlanta business leaders on a four-day trip to the Netherlands to recruit new growth in the air cargo industry, and to prepare for a major air cargo trade show scheduled in Atlanta in 2012.

Clayton County Commission Vice Chairman Wole Ralph, and Director of Economic Development Grant Wainscott joined Mayor Reed and a 15-member team, for the International Air Cargo Association (TIACA) 25<sup>th</sup> International Air Cargo Forum and Exposition, at Amsterdam's Schipol Airport.

TIACA's biennial International Air Cargo Forum and Exposition is the premier air cargo industry event in the world. This world-class event rotates every two years between Europe, the Americas and Asia. Air cargo decision-makers from around the world gather at ACF to network and address current industry challenges and opportunities.

Atlanta won the bid to host the conference next year, which will focus on increasing air cargo business at Hartsfield-Jackson Atlanta International Airport (HJAIA). Clayton County's economic development team will be front and center at the show, partnering with major employers and cargo companies in the region at the trade show booth.

The 2012 Atlanta Host committee, who also comprised the main Netherlands trade mission team, is comprised of the Metro Atlanta Chamber, and Clayton County major employers Delta Air Lines, Hartsfield-Jackson and UPS. Interestingly, the first TIACA conference was held in Atlanta in 1962, and it will be a memorable experience to welcome the 50th Anniversary TIACA conference back to Atlanta in 2012.

***Air Cargo at the World's Busiest Airport***

Air cargo, transportation and logistics are big business for the airport, and therefore Clayton County. Currently, nine out of the top ten cargo carriers fly into Hartsfield-

Jackson Atlanta International Airport. The airport now has ten all-cargo flights a week to Europe and 30 flights a week to Asia.

The airport's South Cargo Complex is used for international cargo operations and has landing, ramp and warehouse capacity to add at least five new cargo airlines, each flying numerous flights per week. Aside from the jobs created directly for the actual air cargo carriers, these types of companies attract numerous support services including freight forwarders, customs brokers and supply chain management firms. Clayton County is home to hundreds of these types of companies, mostly surrounding the airport area.

During the welcome dinner at TIACA 2010 hosted by the Atlanta team, Mayor Reed promoted the growth of air cargo at HJAIA, telling the more than 1,000 attendees, "I want you to also know that we want your business. Air cargo is important to Atlanta and the southeastern U.S.; it is important to me and is critical to our continued growth and success as a city and a region."

### ***New Business as a Result of the Trip***

Aside from learning the ins and outs of hosting a major trade show in preparation for hosting next year's global event, new investment has already begun to take place as a result of the November trade mission. The recent announcement and launch of regular cargo service from Cargoitalia this past March represents a significant step forward in growing cargo capacity at HJAIA.

Clayton County officials were on hand to welcome the wide-body cargo plane as it made its historic inaugural arrival at the airport. Water cannons from fire and de-icing trucks sprayed water ceremoniously as the plane taxied to its cargo gate, as close to 100 business leaders and members of the press on hand braved frigid morning temperatures.

"It was great to see the culmination of months of work by airport and city officials," Vice-Chairman Ralph stated. "The primary purpose of our attendance on the trip was to promote Clayton County as a cargo and logistics hub, and to come back from the trade mission with a concrete win by the team is gratifying."

Other meetings the delegation participated in during the trip included European cargo giant Cargolux, the Middle Eastern carrier Emirates Airlines, Asian carrier Jade Air, and visits to the international offices of major Georgia employers ING, Ranstad and Ortec.

### ***Clayton County Depends on Global Business***

Clayton County is no stranger to foreign trade and investment. With more than 100 international firms operating in the county, global business is a major source of jobs

and investment for our community. In fact, Clayton County is home to the first Foreign Trade Zone (FTZ) in Metro Atlanta, in the Mountain View area, opposite the entrance to the new Maynard H. Jackson International Terminal slated to open next year. FTZ's were created to provide special customs procedures, in essence duty-free zones, to U.S. plants engaged in international trade-related activities.

The Clayton County Chamber of Commerce, and the Clayton County economic development department, has a strong history of leading, hosting and participating in foreign trade missions. Economic Development Director Wainscott currently chairs the Chamber's International Promotions Council, and has lead or participated in a half-dozen trips to Europe, Latin America and Africa in the past several years, looking for new investment opportunities and touting the assets of Clayton County.

As global competition increases, it is becoming more critical to think and act with a global business perspective as Clayton County recruits new jobs and investment. With successful trips such as the November TIACA trade show, the future looks bright indeed.