

FILL AND FINISH

Case Study

Global access, partnerships in Georgia help Merial meet growing world needs



In 2000, Merial, the world's third-largest animal health company, relocated its U.S. corporate headquarters to Duluth, Ga. The state was already home to the company's two largest R&D and manufacturing facilities in North America, and proximity to those sites was of crucial importance. The move also made available to Merial incentives provided by the state for the construction of its new headquarters facility, including a state tax credit for the employees the company brought to Georgia.

As a global company, Merial values the ability to capitalize on Atlanta's international airport and the Port of Savannah for distributing its products. Additionally, the company formed a strong relationship with the University of Georgia's College of Veterinary Medicine. Together, they work on early research and discovery and product development.

Merial's business is divided into two categories — companion (e.g., dogs and cats) and production (e.g., cattle, sheep and poultry) animals. Merial's extensive product line protects these animals from parasite infestations, infections, respiratory diseases and other potentially debilitating conditions.

"It's estimated that the world's need for food protein will increase by 50 percent in the next 20 years, but that the current production rate will only yield 15 percent. We are committed to the future as we continue to develop products that increase the productivity of food animals by eliminating parasitic diseases, allowing those animals to grow healthier and more productive," said Steve Dickinson, Executive Director, Global External Communications, Merial.

In 2013, Merial employed 1,100 people in Georgia. "A ready workforce is an important aspect for us to ensure we continue to deliver quality animal pharmaceuticals and vaccines to enhance the health, well-being and performance of animals around the world," said Dickinson.



WHAT GEORGIA OFFERS MERIAL

- > Easy access to the world through Hartsfield-Jackson Atlanta International Airport and Port of Savannah
- > Relationships with leading universities
- > Generous incentives
- > Ready workforce



"With our North American headquarters in Duluth and our two largest U.S.-based R&D and manufacturing facilities in Athens and Gainesville, we take full advantage of all the resources available to us as a leading health innovator in Georgia."

Steve Dickinson
Executive Director
Global External Communications
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About Life Sciences in Georgia

Our diversified life science industry spans the full value chain. This means, in Georgia, an idea can be born, researched, tested, commercialized, produced and then delivered quickly to most anywhere in the world. We understand what your business needs to help solve global health issues and save lives. Georgia's reputation has also been enhanced by the presence of numerous world-renowned biotech and bioscience-related organizations and research and teaching institutions like the Georgia Institute of Technology, the University of Georgia and Emory University, and Georgia's Technical College System.

About Fill and Finish in Georgia

Georgia's Fill and Finish sector is strong, with more than 12,300 logistics providers employing more than 1 million logistics-connected employees. Georgia is the fifth-largest logistics employer in the nation. Georgia boasts 75+ cold chain facilities and Hartsfield-Jackson Atlanta International Airport's Perishables Complex, the only facility in the Southeast approved by the USDA to apply cold treatment, an alternative to methyl bromide. The Fill and Finish sector continues to grow in Georgia because of the cutting-edge research taking place at our eight research universities, a highly skilled biopharma workforce, attractive business incentives and world-class global infrastructure for cold chain storage, logistics and transportation.

FOR MORE INFORMATION

Contact the life science team
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Georgia.org/FillFinish

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GEORGIA. Your link to a strong value chain.



10/2015