

ARIZONA

- ✦ Canada–U.S. trade supports more than 7 million U.S. jobs
- ✦ Total Canada–U.S. merchandise trade: \$557 billion
- ✦ 128,750 Arizona jobs are supported by Canada–U.S. trade
- ✦ Canadians made more than 517,000 visits to Arizona, spending \$549 million
- ✦ Arizona residents made 157,700 visits to Canada, spending \$106 million

A tasty partnership

Tim Hortons, the Canadian coffee franchise and Arizona-based **Cold Stone Creamery** began a joint venture in 2008 that will blend Cold Stone ice cream outlets into existing Tim Hortons facilities. More than 30 co-branded stores already have opened in the U.S. and plans call for 500 to 1,000 such co-branded stores across North America. The deal gives Tim Hortons the opportunity to climb to new levels in the U.S. and Cold Stone to gain an entrée into Canada.



Artist rendering courtesy
NASA/JPL-Caltech/University of Arizona

Healthy acquisition

Quebec-based **Atrium Innovations** expanded its reach into the American Southwest and across the U.S. by acquiring Arizona-based **Nutri-Health** in 2008. The \$23.9 million deal gives Atrium access to Nutri-Health's lucrative mail order business and its proprietary line of health supplements.

Canada to Tucson to Mars and back

The **University of Arizona** in Tucson joined forces with a team of Canadian researchers to study the polar ice cap on Mars. Carrying Canadian-made weather gathering equipment, the Phoenix Mars Mission broke new ground in studying the water content on Mars and captured world-wide attention for this unique space mission. A team of Canadian scientists spent the summer of 2008 at mission control in Tucson interacting with the University of Arizona team and scientists from across the globe.

University of Phoenix in Fredericton

Apollo Global of Phoenix, the holding company for the University of Phoenix has created a new institution, "Meritus University," based in Fredericton, New Brunswick. Building on the University of Phoenix's ten-year presence in Canada, the new university will offer Master of Business Administration, Bachelor of Business Administration and the Bachelor of Information Technology Management degrees.

Bombardier moving people in Phoenix

Bombardier Transportation has been awarded a \$186 million contract to design, build, operate, and maintain the new automated train system within Phoenix International Airport. Stage 1, which is to be completed by 2012, will connect Terminal 4 and the east parking lot with the existing METRO light rail system.

August 2009

Arizona–Canada Facts

Trade-related employment

AZ jobs supported
by Canada–U.S. trade. 128,750

Merchandise trade

AZ exports to Canada. \$1.6 billion
AZ imports from Canada. \$1.2 billion
Bilateral trade. \$2.8 billion

Top exports

Aircraft engines & parts. \$236 million
Computers. \$86 million
Trucks. \$83 million
Navigation equipment. \$75 million
Inorganic chemicals. \$55 million

Top imports

Softwood lumber. \$72 million
Electrical lighting equipment. . . \$46 million
Office machines & equipment. . . \$42 million
Motor vehicle parts,
except engines. \$41 million
Mining machinery. \$33 million

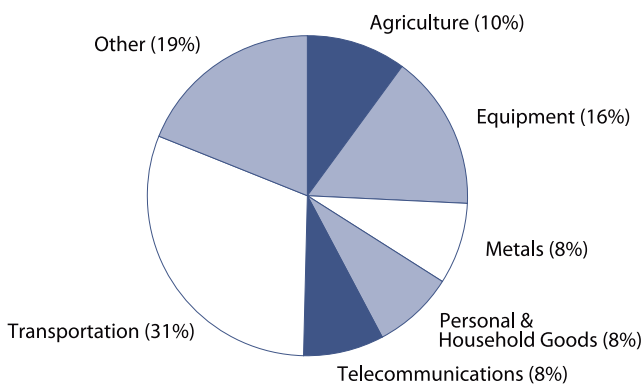
Top trading provinces

Ontario. \$1.3 billion
Quebec. \$635 million
British Columbia. \$362 million
Alberta. \$293 million
Manitoba. \$134 million

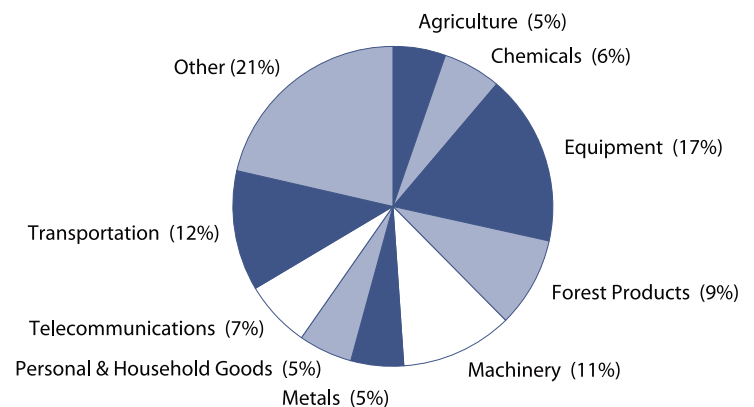
Tourism

AZ visits by Canadians. 517,000
\$ spent. \$549 million
AZ visits to Canada. 157,700
\$ spent. \$106 million

Arizona's exports to Canada



Arizona's imports from Canada



U.S.–Canada facts

U.S. top export markets (percentage of total U.S. exports)

Canada	\$261 billion (20.1%)
Mexico	\$152 billion (11.7%)
China	\$71 billion (5.5%)
Japan	\$67 billion (5.1%)
Germany	\$55 billion (4.2%)

Goods and services trade

U.S. exports to Canada	\$308 billion
U.S. imports from Canada	\$368 billion

Goods trade

U.S. exports to Canada	\$262 billion
U.S. imports from Canada	\$343 billion

Services trade

U.S. exports to Canada	\$46 billion
U.S. imports from Canada	\$25 billion

Foreign investment

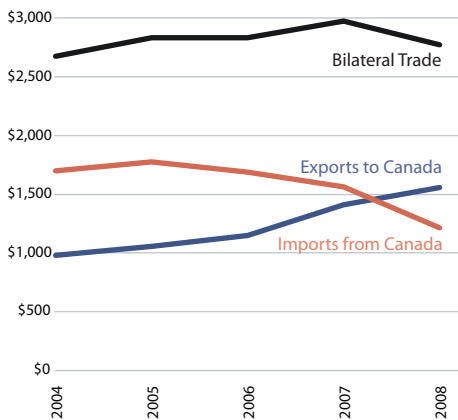
U.S. direct investment in Canada	\$227 billion
Canadian direct investment in the U.S.	\$222 billion

Tourism

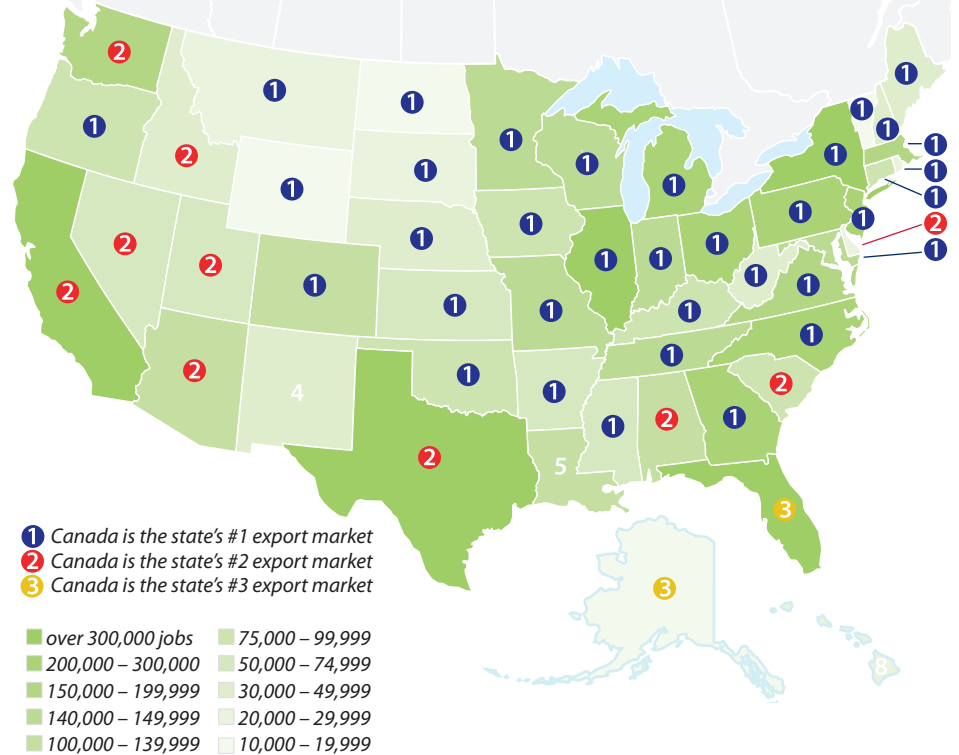
U.S. visits by Canadians.	25.8 million
\$ spent	\$12 billion
U.S. visits to Canada.	12.4 million
\$ spent	\$6 billion

Arizona–Canada Merchandise Trade

2004–2008, in millions of U.S. dollars



Canada–U.S. trade supports more than 7 million U.S. jobs; 35 states have Canada as their leading export market



- 1 Canada is the state's #1 export market
- 2 Canada is the state's #2 export market
- 3 Canada is the state's #3 export market

- over 300,000 jobs
- 200,000 – 300,000
- 150,000 – 199,999
- 140,000 – 149,999
- 100,000 – 139,999
- 75,000 – 99,999
- 50,000 – 74,999
- 30,000 – 49,999
- 20,000 – 29,999
- 10,000 – 19,999

President Obama and Prime Minister Harper vow joint effort on North American economic recovery

President Barack Obama made his first international trip as the 44th President of the United States to Canada on February 19, 2009. During his visit, the President and Prime Minister Stephen Harper held constructive talks on key issues.



President Obama and Prime Minister Harper in Ottawa.

to enhance North American security, including a review of the Canada–U.S. border. Finally, Obama and Harper agreed on the importance of joint cooperation on a number of international priorities, with a focus on Afghanistan.

Obama and Harper agreed to concerted stimulus measures targeting jobs and the global economic recession, and the creation of a *Clean Energy Dialogue* to encourage the development of clean energy technologies to reduce greenhouse gases and combat climate change. The President and Prime Minister instructed senior officials to develop strategies

Canada and the United States have a unique and vital partnership. "It is a relationship between allies, partners, neighbors and the closest of friends," said Harper at the joint press conference. Obama echoed Harper's sentiment, "I came to Canada on my first trip as president to underscore the closeness and importance of the relationship between our two nations."

For more information on Canada's trade relationship with Arizona, please contact:

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Job numbers are based on 2005 data from a 2006 study: Baughman, Laura M. and François, Joseph, *U.S.–Canada Trade and U.S. State-Level Production and Employment — An Update*, in *Trade Policy Research* 2006, pp.159-186. All other figures are based on 2008 data in U.S. dollars. **World Institute for Strategic Economic Research (WISER)**: Canada's export ranking (February 28, 2009). **U.S. Bureau of Economic Analysis**: services (June 2009 release), investment (July 2009 release). **Statistics Canada**: trade (February 2009 release), tourism (May 2009 release). Trade and tourism figures are converted at the rate of US\$1.00=C\$1.0660. Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.