

# ARIZONA

- ✦ The Canada–Arizona trade relationship is valued at \$2.1 billion and supports more than 150,000 jobs in the Grand Canyon State
- ✦ More than 8 million U.S. jobs depend on Canada–U.S. trade
- ✦ Total Canada–U.S. merchandise trade: \$392 billion
- ✦ Canada is the top export destination for 34 states
- ✦ 103 Canadian-owned companies employ 13,156 people in 736 locations in Arizona

## Arizona has the most powerful solar footprint in America

With over 300 days of sun per year, Arizona is becoming a center of excellence in photovoltaic and concentrated solar power R&D, power producing installations, technology commercialization, and component manufacturing. Arizona’s regulated utility companies have been mandated to spend more than \$1.2 billion for energy efficient projects and renewable energy programs through to 2025. Recently, Canada-based Linamar Corp announced plans to establish a manufacturing facility in Glendale, AZ which will employ over 50 Arizonans to supply power conversion units to the new Stirling Energy’s “Suncatcher” concentrated solar power installation. Canadian companies operating in any aspect of the solar sector should explore the opportunities offered by the rush to solar now taking place in Arizona.



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## Investing in recycling

Winnipeg’s Blue Diamond Technologies, Ltd was selected to present at the 2009 Invest Southwest Capital Conference in Scottsdale, AZ and received venture capital investment in its Recycle Jet Technology. Recycle Jet expanded its footprint in the U.S. southwest establishing an office in Phoenix, AZ. The company harnesses the power of water to provide next generation technology poised to transform the scrap tire recycling industry to maximize the value derived from scrap tires while simultaneously reducing pollutants.

## Nation-to-nation tribal trade mission energizes Arizona

Two recent Atlantic Canada trade missions have established excellent relationships with tribal groups across Arizona and New Mexico. Canada’s Mi’kmaq Trading Group in Prince Edward Island is developing a new line of value-added seafood products for Arizona’s tribal owned hotels and restaurants. The Nova Scotia-based Membertou Nation has entered into a joint-venture business partnership with Gusascor, a Spanish multi-national, to market renewable energy solutions in North America. This partnership establishes a vehicle for developing renewable energy faculties across the sun-filled desert and windy mountain tops owned by Indian nations in the U.S. southwest.

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## Arizona–Canada facts

### Foreign export markets

% foreign-bound goods  
sold to Canada.....12%

### Jobs

150,000 jobs in Arizona  
depend on trade with Canada

### Top Canadian-owned businesses in Arizona

Circle K Stores Inc.....4,537 employees  
Learjet Inc.....850 employees  
Car Wash Partners Inc.....630 employees  
AT Systems Security Inc.....500 employees  
AbitibiBowater Inc.....450 employees

### Merchandise trade

AZ exports to Canada.....\$1.2 billion  
AZ imports from Canada.....\$896 million  
Bilateral trade.....\$2.1 billion

### Top exports

Aircraft engines & parts.....\$150 million  
Trucks.....\$73 million  
Computers.....\$65 million  
Navigation equipment.....\$58 million  
Aircraft parts, except engines.....\$34 million  
Inorganic chemicals.....\$24 million  
Motor vehicle parts,  
except engines.....\$20 million  
Automobiles.....\$19 million  
Engines & turbines.....\$19 million  
Service industry equipment.....\$18 million

### Top imports

Engines & turbines.....\$42 million  
Softwood lumber.....\$36 million  
Electrical lighting equipment.....\$36 million  
Office machines & equipment.....\$34 million  
Motor vehicle parts,  
except engines.....\$34 million  
Aircraft parts, except engines.....\$29 million  
Televisions, radios &  
personal electronics.....\$22 million  
Aircraft engines & parts.....\$22 million  
Basic plastic shapes & forms.....\$21 million  
Containers.....\$17 million

### Tourism account

Canadian visits to Arizona.....556,700  
\$ spent.....\$527 million  
Arizonan visits to Canada.....121,000  
\$ spent.....\$77 million

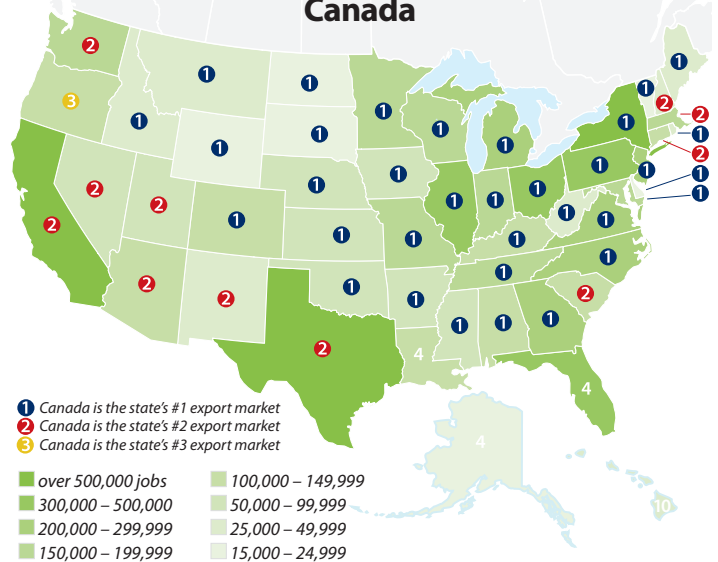
## United States–Canada: working together to create jobs

The United States and Canada share a deep and unique relationship, which supports our mutual prosperity and millions of jobs in both countries. Building on our strong economic partnership, we continue to find new and innovative ways to stimulate our highly integrated economies, thereby ensuring the long-term competitiveness of our respective and shared supply chains.

Successful relationships always require constant attention and cooperation. It's crucial our countries work together to secure recovery from the current economic downturn. By successfully negotiating an agreement on government procurement, we will keep doors open for Americans and Canadians alike to create wealth and ensure our joint prosperity and security.

With over \$1 million worth of goods and services crossing our border every minute of every day, challenges are bound to emerge. Over the years our two countries have faced — and resolved — challenges of varying degree. Commerce remains critical to both countries, so we must continue to nurture this vital relationship for the benefit of citizens on both sides of our 5,500 mile border. Canadians are committed to working closely with our American neighbors to build on our tremendous record of cooperation — and to doing so as we've always done in the past: as partners, allies, and friends.

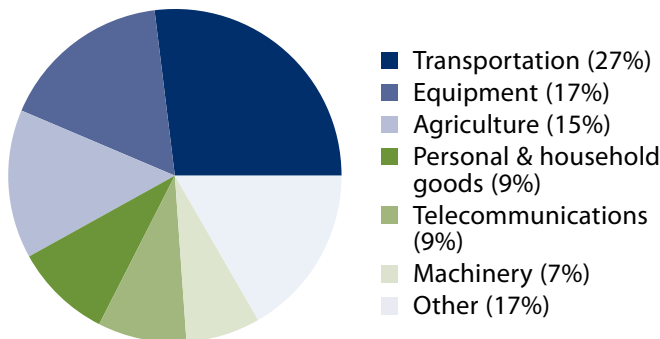
## Canada is the biggest customer for 34 states; over 8 million U.S. jobs depend on trade with Canada



## Our relationship is about people too

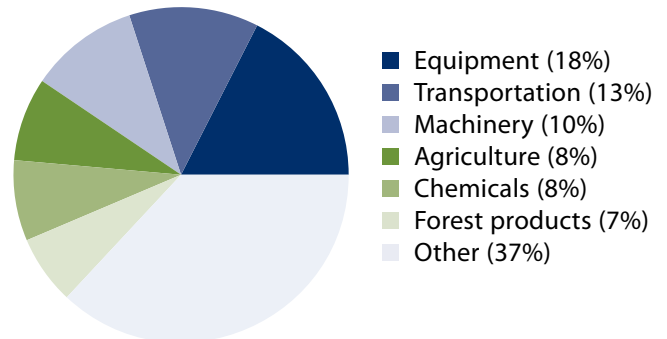
Cross-border travel is not only the key to our prosperity — it links our communities and strengthens our families. In 2009, Canadians made more than 556,700 visits to the Grand Canyon State, contributing over \$527 million in tourism directly to local coffers. Why do they come? To share memories at café tables, ideas at conference tables, and meals around dinner tables.

### Arizona's goods exports to Canada, 2009



**Total Arizona exports: \$1.2 billion**

### Arizona's goods imports from Canada, 2009



**Total Arizona imports: \$896 million**

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

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