

Arizona contributes to the
world's largest trading relationship

Trade



Canada & the U.S. trade
\$734 billion
in goods & services

That's an average of **\$1.4 million** in
bilateral goods & services crossing the border
every minute of every day

Production

On average,
Canadian goods sold
to the U.S. contain



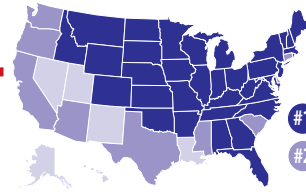
25% U.S. content

Jobs

More than
8 million U.S. jobs
depend on trade & investment
with Canada



Canada is the
#1 customer
for **35 states**



CONNECT TO OUR TEAM

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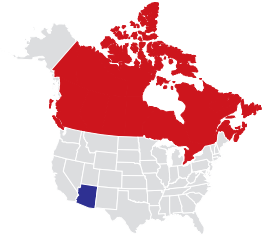
September 2014

Unless otherwise mentioned, all trade figures are based on 2013 data in U.S. dollars.
U.S. Census Bureau: trade, Canada's export ranking (2/2014 release). **U.S. Bureau of Economic Analysis:** goods and services trade (3/2014 release). Services trade data not available at a sub-national level. **Statistics Canada:** 2012 tourism, based on combined same-day and overnight travel (5/2013 release, US\$1.00=C\$0.9996). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, DC.

Canada

ARIZONA

Total Canada–Arizona
goods trade:
\$3.7 billion



132,200 jobs in Arizona
depend on trade & investment with Canada



**Canadian Bank, a
longstanding corporate and
philanthropic contributor**

BMO Financial Group, with more than \$530 billion in assets, operates BMO Bank of Montreal in Canada and BMO Harris Bank in the United States. Doing business in Arizona since 1965, BMO Harris Bank and wealth management provider BMO Private Bank employ more than 500 people statewide in 51 banking centers. For the past 10 years, BMO Harris Bank has been recognized by the *Phoenix Business Journal* as a "Best Place to Work." The bank ranks fourth in market share for metro Phoenix based on the FDIC's 2013 report. The commercial banking group brings the full strength of BMO's global trade expertise to the state.

Industry specializations include technology, energy, utilities support and manufacturing. Working together with Canadian colleagues, BMO delivers exceptional cross-border customer experiences through unique product sets and collaborative teams. BMO Harris Bank is the title sponsor of the BMO Harris Bank Phoenix Marathon and, through philanthropic giving, sponsorships, employee volunteerism and community development investments, supports over 100 local organizations, and serves as a corporate partner of the Canada Arizona Business Council and the Arizona Hispanic Chamber of Commerce. 🍁

Innovative snack food leader moves new, healthy products to Phoenix

Serving North America for more than 100 years, in February 2014, Quebec-based **Leclerc Foods USA** acquired a 166,500-square-foot building for expansion of its food manufacturing operations in Phoenix. A leader in the cookie, snack bar and cracker industry, Leclerc is an innovative company attuned to the tastes and needs of informed customers who care about the food they eat and life's small pleasures. The Phoenix operation will launch a brand new production line of organic, Gluten-free and GMO-free products popular on the West Coast as well as a research department to focus on innovation in the food industry. Manufacturing in the new facility began in August 2014, and serves not only the western United States, but also Mexico and South America and contributes to reducing the company's transportation footprint. Over a three to five year period, Leclerc is investing \$50 million in the greater Phoenix area and is generating 100 new jobs. 🍁

Aerospace manufacturer mainstay in Tucson economy

Montreal-based aircraft manufacturer, **Bombardier Aerospace**, expanded maintenance capacity at its commercial aircraft service center in Tucson, Arizona last year. The center opened three new lines of maintenance for its Q400 and Q400 NextGen turboprops to support long-term maintenance agreements with North American carriers. The new lines are housed in an existing hangar space in Tucson's 1,164,795 ft² facility. Since it opened in 1976, the center has included completion work and has evolved into a center of excellence for aircraft maintenance services, modifications, inspections, refurbishment, fly-in repairs and aircraft-on-ground service. The Tucson center now employs more than 900 skilled aerospace professionals and houses a Regional Support Office for business aircraft customers. 🍁

OUR NUMBERS

Arizona's foreign export markets

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

Arizona-Canada goods trade

Arizona exports to Canada.....\$2.2 billion
 Arizona imports from Canada.....\$1.5 billion
 Bilateral trade.....\$3.7 billion

Arizona jobs

132,200 Arizona jobs depend on trade and investment with Canada

Arizona-Canada tourism

895,900 Arizona visits by Canadians.....\$923 million spent
 182,200 Arizona visits to Canada.....\$105 million spent

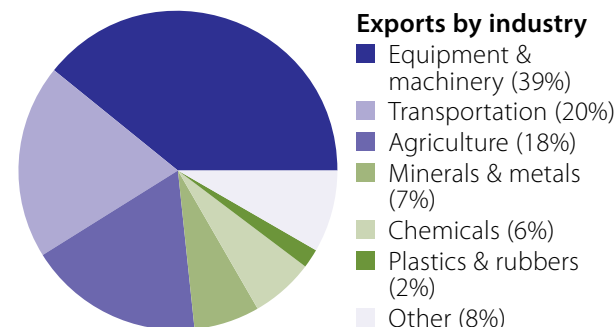
Arizona's leading exports to Canada

Aircraft.....\$302 million
 Vegetables.....\$260 million
 Optical, medical & precision instruments.....\$91 million
 Fruits & nuts.....\$74 million
 Soaps, candles & waxes.....\$73 million
 Firearms & ammunition.....\$71 million
 Trucks.....\$59 million
 Telecommunications parts.....\$51 million
 Office machines & parts.....\$49 million
 Automobiles.....\$46 million

Arizona's leading imports from Canada

Aircraft.....\$216 million
 Softwood lumber.....\$81 million
 Plastics & plastic articles.....\$78 million
 Aircraft parts.....\$73 million
 Optical, medical & precision instruments.....\$45 million
 Furniture & bedding.....\$43 million
 Telephones & AV recording equipment.....\$35 million
 Wood & semi-finished wood products.....\$30 million
 Engines & turbines.....\$29 million
 Trucks.....\$19 million

Arizona
exports \$2.2 billion
 to Canada annually



Canada & Arizona:
\$3.7 billion in annual bilateral trade

Arizona
imports \$1.5 billion
 from Canada annually

