

*"Our location close to the border with Mexico provides great opportunities in international commerce. Wells Fargo is bullish on Tucson - and on the future for our business community."*

~ Larry Finuf, Regional President of Greater Arizona, Wells Fargo

## MAXIMIZING *Trade Potential*

### The CANAMEX Corridor

The CANAMEX Trade Corridor Project provides a unique and distinctive economic opportunity for Tucson and for the State of Arizona. The purpose of the project is to maximize the free trade opportunities between Mexico, Canada and the United States by developing the corridor's physical and technological infrastructure from Nogales to Tucson via I-19, Tucson to Phoenix via I-10, then north through Nevada, Utah, Idaho, and Montana to the Canadian Border.

It is a north-south trade corridor that, when complete, will be a continuous four-lane highway from Mexico City to Edmonton, Canada. In Arizona, CANAMEX includes I-19 in Nogales to I-10 in Tucson, to Phoenix and US 93 (Phoenix) to Las Vegas.

### North American Free Trade Agreement

The North American Free Trade Agreement (NAFTA) has contributed to the advancement of Arizona and Mexico's strong import-export partnership. Forty five percent of Arizona's total global exports are directed to NAFTA markets, with Mexico as the number one destination with 32 percent (source: International Trade Administration, 2009 data). Moreover, Sonora, Mexico's exports are also highly concentrated in NAFTA markets, with the United States being the number one destination for over 90 percent of their exports.

Since the passage of NAFTA and the inception of the CANAMEX Corridor Project in 1995, the Tucson region and the State of Arizona have served as a catalyst and conduit for the efficient transportation of goods, services, people and information between Canada, Mexico and the United States. From 1999-2007, trans-border cluster development in the Arizona-Sonora Region outpaced many other U.S.-Mexico Border States. For example, employment trends in "high technology" related sectors such as software/computer services, semiconductor manufacturing, aerospace manufacturing, precision instrument manufacturing and pharmaceutical manufacturing outperformed other bordering regions.

*"Tucson is a 'strategic hub' for the company's (Macsteel) business in the Southwest and Mexico."*

~ Michael Hoffman, President and CEO,  
Macsteel Service Centers USA, Inc.

## PORTS OF ALL SORTS *For Global Access*

A southwestern location allows Tucson to benefit from the deep-water ports located on the western coast of the United States and Mexico. These facilities provide Tucson with access to global shipping destinations.

### Port of Long Beach/ Los Angeles

- 498 miles from Tucson
- Combined with the Port of Los Angeles, the Port of Long Beach is the world's fifth-busiest port complex.

### Port of San Diego

- 413 miles from Tucson

### Port of Guaymas

- 324 miles from Tucson

### Port of Mazatlán

- 806 miles from Tucson

### Port of Hueneme

- 559 miles from Tucson

## WHAT CAN THE TUCSON REGION OFFER YOU?

To learn more about the business advantages of locating your transportation or logistics company in Southern Arizona, call 866.600.0331 or visit our web site at [www.treoaz.org](http://www.treoaz.org).

## SPOTLIGHT ON TRANSPORTATION AND LOGISTICS

MANY CONNECTIONS. ANY DIRECTION.

*Trucks, Trains and Airplanes.*



# TUCSON: connecting people and products in the global marketplace.

Tucson is a transportation and distribution hub that conveniently connects people and products in today's competitive global marketplace. Southern Arizona's unique geography near the border and near deep water ports, as well as a strong transportation infrastructure, means excellent access for trade. With over 150 transportation and logistics providers and a workforce of almost 3,700, Tucson is a direct route to productivity and profit.

## THE IDEAL LOCATION TO SERVE *Local, Regional, & Global Markets*

The region's unique central southwestern location is ideal for serving as a transportation and distribution center for Mexico, California, and other central/western states. At 64 miles from the Mexican border, 113 miles from Phoenix and within 500 miles of California, Tucson is in close proximity to major business and consumer markets – a key factor for any company. And Tucson's location in the Mountain Time Zone means same-day communication with both coasts, as well as Canada and Mexico.

### Proximity to Mexico

The State of Arizona has strong business, social, and political ties with the neighboring Mexican state of Sonora and, to the south, with the states of Sinaloa and Jalisco. A location near the border gives Tucson excellent access to the growing Mexican market.

Tucson is the U.S. headquarters for La Costeña/Arizona Canning Co. LLC, a leading Mexican manufacturer of canned and preserved foods. The Tucson plant uses U.S. suppliers to produce canned foods for the American market. This is just one example of Tucson's relevance to the exploding U.S. Hispanic market.

There are many reasons for the healthy trading relationship between the United States and Mexico, including the geographic proximity, openness to capital markets, high quality and productivity standards, access to both countries' large domestic markets and trade-friendly public policies. But perhaps equally important are the strong ethnic, cultural and social commonalities shared by many of our municipalities on both sides of the border.



### Proximity to Phoenix

Phoenix, one of America's fastest growing cities and the 12th largest metropolitan statistical area, compliments Tucson in many ways. Because the two cities are only 113 miles apart, companies, residents and visitors benefit from access to two major international airports, Arizona's two largest universities, year-round professional sports teams, cultural events and proximity to the State Capitol.

The Phoenix/Tucson "megapolitan area" – a term describing two or more metropolitan areas connected by transportation, business and culture – has been dubbed the Arizona Sun Corridor. This corridor, one of 10 U.S. markets expected to see most of the nation's growth in the next 35 years, will continue to thrive as the state's two largest cities expand toward each other.

### Proximity to California

If it were a country, California would have the world's eighth largest economy – Tucson's proximity to California is a major advantage for the region. This advantage gives Tucson businesses market access to clients, vendors and partners as well as world class resources and other expertise, while operating in a location with lower operating costs.

### DISTANCES FROM TUCSON

Tucson's location means market access to many growing cities in the U.S. and Mexico.

|                    |           |
|--------------------|-----------|
| Nogales            | 64 miles  |
| Phoenix            | 113 miles |
| Yuma               | 238 miles |
| Hermosillo, Mexico | 245 miles |
| Flagstaff          | 257 miles |
| El Paso            | 318 miles |
| Guaymas, Mexico    | 324 miles |
| Las Vegas          | 407 miles |
| San Diego          | 413 miles |
| Albuquerque        | 450 miles |
| Long Beach         | 498 miles |

*"Here, right along the Mexico-U.S. border, we've got access to key suppliers, an urban infrastructure and communications network, friendly people, and a gateway to the markets we serve both to the east and to the west."*

~ Santiago Castro, director general of Conservas La Costeña and CEO of Arizona Canning

## FROM HERE TO THERE *By Road or Track*

Southern Arizona is fast becoming a center of expertise in trade, freight transportation and logistics. The region hosts over 150 logistics providers to support export-oriented sectors such as aerospace, aviation, bioscience, environmental technologies, optics, and others. An interactive map of these companies can be found at: <http://treoaz.org/Transportation-Logistics.aspx>.

### Road Signs and Truck Lines

Tucson is on Interstate 10, one of only three coast-to-coast interstates in the country. I-10 connects Tucson with Phoenix and Los Angeles to the northwest and El Paso and Houston to the east. Branching off I-10 near downtown Tucson is Interstate 19, which connects to Nogales, Sonora, Mexico, 64 miles to the south. A convenient access connection between San Diego and Southern Arizona is available via Interstate 8, which intersects with I-10 approximately 64 miles northwest of Tucson.

### On the Right Track

Tucson sits on one of the most heavily-traveled rail lines in the country, the Union Pacific mainline, which primarily carries trains transporting containers to and from the ports of Los Angeles and Long Beach. Union Pacific also owns

26% of Grupo Ferroviario Mexicano (GFM), parent company of Ferrocarril Mexicano (Ferromex), which operates the railway running from Guaymas into Arizona.

### The Southern Arizona Logistics Education Organization

The Southern Arizona Logistics Education Organization (SALEO) is one of several projects developed to promote and grow the transportation and logistics industry in southern Arizona. SALEO brings together industry experts and trade specialists to promote the potential impact of an inland port. SALEO's objectives are in line with TREO's Economic Blueprint and were born of a need to raise the awareness and importance of the value that the transportation and logistics industry brings to the Tucson region, especially the role that the industry plays within the region's supply chain as a catalyst for economic growth. SALEO also provides networking opportunities between representatives of the transportation and logistics industry and the users of these services.

*"Distribution from Tucson works extremely well. Our facility is right off Interstate 10, giving us easy access to Southern California markets to the west, and to markets in Texas to the east. We also bring quite a bit of our raw material in on rail cars and the proximity to rail is an advantage for us."*

~ Shane Gesbeck  
Plant Manager  
Arizona Canning Company



**TUCSON-area businesses can serve over 34 MILLION PEOPLE** within a 500-mile radius  
**and over 55 MILLION PEOPLE** within a 1,000-mile radius.

## ALL THE RIGHT *Connections*

Already well covered by major airlines, flight frequencies and destinations will increase even more as the population in the Tucson region grows.

### Tucson International Airport (TIA)

- Recently completed 10 year, \$100 million renovation
- Three active runways, including a crosswind runway
- Designated U.S. Port of Entry with 24-hour Customs and Immigration services
- Located only 10 miles from the center of the city
- Covers more than 8,200 acres
- Close proximity to Interstate 10 and Interstate 19
- Direct and connecting flights nationwide – see current schedule and route information at [http://tucsonairport.org/html/tia\\_flight.html](http://tucsonairport.org/html/tia_flight.html)

### NONSTOP SERVICE FROM TUCSON AND FLYING TIMES

