



**Bilateral Trade • Connections  
Commerce Bilateral • Connexions**

[CanadaNevada.org](http://CanadaNevada.org)

888.454.2922

A 501(c)(6) Organization

# Canada Nevada Business Council Members



CIRQUE DU SOLEIL



CONSEIL DES AFFAIRES CANADO-AMÉRICAINES



CANADIAN AMERICAN BUSINESS COUNCIL



[www.CanadaNevada.org](http://www.CanadaNevada.org)

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# CNBC from Inception to Today

- Started with a dinner meeting with Frank Spady and David Fransen, Consul General of Canada in Los Angeles.
- Connected with Glenn Williamson, Founder & CEO Canada Arizona Business Council and Lee Fraser, CEO, Canada California Business Council.
- Started with a broad spectrum of businesses.



# Canadian Businesses in Nevada

## 150 companies come from Canada to Nevada to do Business in the Mining Sector\*

**Barrick Gold of North America** is the U.S. subsidiary of Barrick Gold of Canada, the largest gold producer in the world.

**Tuscarora Gas Transmission Company**, owned by TransCanada, is the primary source of natural gas for northern Nevada.

**Nevada Geothermal Power Inc.** based in Vancouver, BC has three geothermal projects in Nevada.

**Western Lithium USA Corporation** (corporate office in Vancouver, BC) is developing its Nevada lithium deposit to support the new generation of hybrid/electric vehicles.

\*Source: David Fransen, Consul General of Canada, Los Angeles

# Canada is Nevada's Largest Trading Partner

## Foreign Export Markets

16% of foreign-bound goods are sold to Canada

## Merchandise Trade

Nevada exports to Canada: \$1.3 billion

Nevada imports from Canada: \$814 million

Bilateral trade: \$2.1 billion

## Jobs\*

60,300 jobs depend on trade with Canada

9,700 people are employed by Canadian-owned businesses

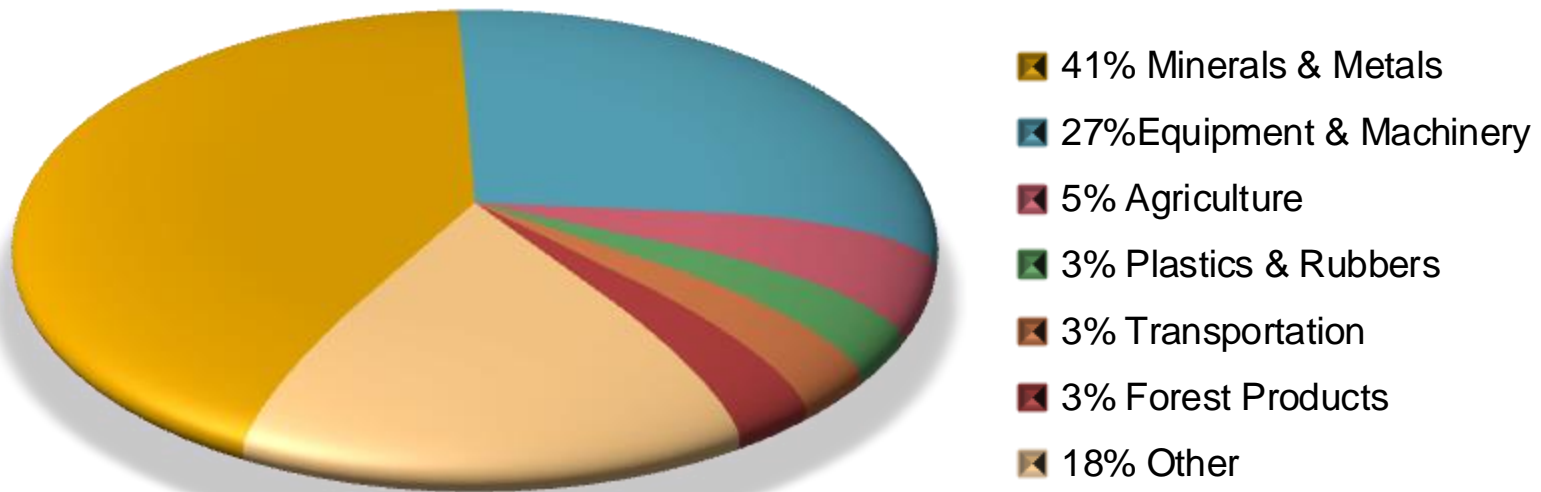
*\*Job numbers from trade (2010 data) and Canadian-owned businesses (2009 data) are from a 2012 study commissioned by the Government of Canada*

Source: [www.canadainternational.gc.ca](http://www.canadainternational.gc.ca)



# Nevada Exports to Canada

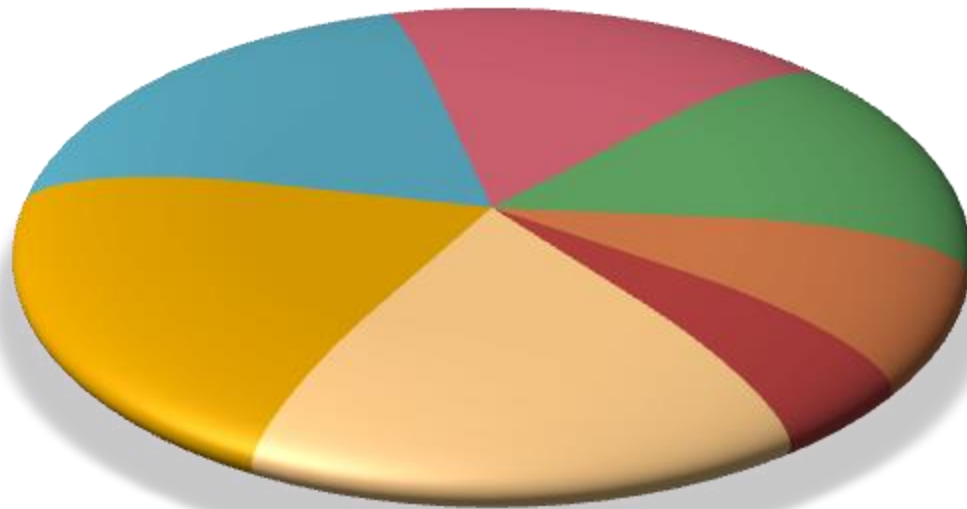
## Nevada Exports \$1.3 Billion in Goods to Canada



Source: [www.canadainternational.gc.ca](http://www.canadainternational.gc.ca)

# Nevada Imports from Canada

## Nevada Imports \$814 Million in Goods from Canada



- 20% Equipment & Machinery
- 18% Minerals & Metals
- 16% Forest Products
- 14% Plastics & Rubbers
- 8% Chemicals
- 5% Agriculture
- 19% Other

Source: [www.canadainternational.gc.ca](http://www.canadainternational.gc.ca)

# U.S. Foreign Direct Investment in Canada

**Value:** \$326.5 billion in 2012

**U.S. share of total direct investment in Canada:** 51.5%

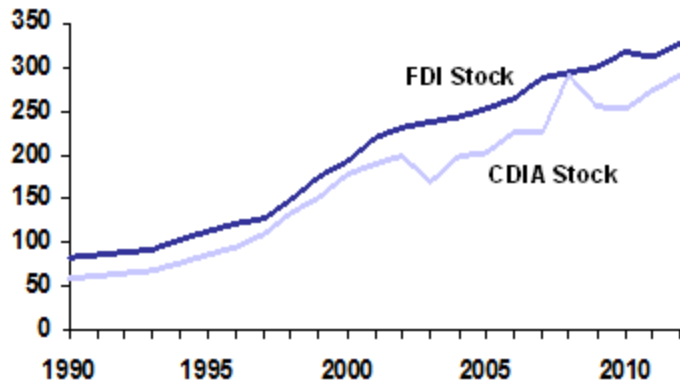
- The stock of U.S. foreign direct investment (FDI) in Canada rose 5.0% (\$15.6 billion) in 2012 to reach \$326.5 billion, following a gain of 6.2% in 2010 and a decline of 2.2% in 2011.
- The U.S. still remains by far the most important source of FDI in Canada. At year-end 2012, the U.S. accounted for 51.5% of total FDI in Canada, down from 64.9% in 2002.
- In 2012, U.S. direct investment in Canada was concentrated largely in manufacturing (22.5%); mining, oil & gas extraction (19.5%); management of companies & enterprises (16.2%); finance & insurance (15.9%) and wholesale trade (9.1%). Within manufacturing, the top five FDI industries were transportation equipment manufacturing (18.8%); food manufacturing (13.0%); computer & electronic product manufacturing (8.5%); chemical manufacturing (5.6%) and non-metallic mineral product manufacturing (4.2%).

*Source: Statistics Canada*



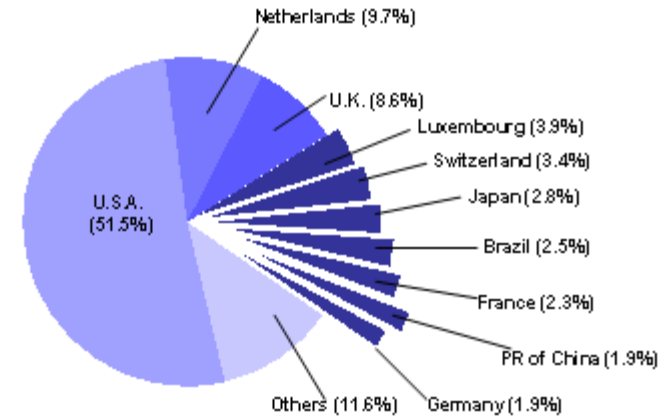
# U.S. Foreign Direct Investment in Canada

**Chart 1: Canada's Inward and Outward Investment Positions with the U.S. in \$ billions, 2012**

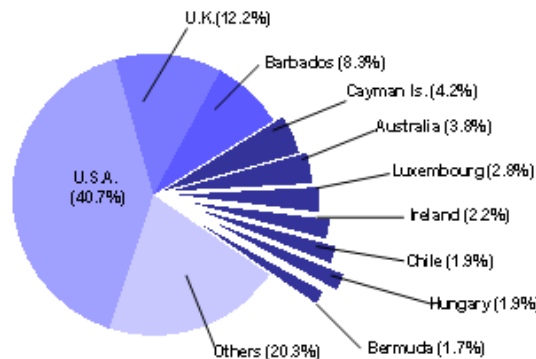


Source: Statistics Canada

**Chart 2: Distribution of FDI Stock in Canada by Country, 2012**



**Chart 3: Distribution of CDIA Stock by Country, 2012**



Source: Statistics Canada

# Nevada Mining Association

- Founded in 1913
- Trade association that brands the operators, vendors and explorers in the mining sector.
- Nevada currently mines approximately 80% of America's gold.

*Source: Tim Crowley, President  
Nevada Mining Association*



# Sudbury, Ontario Mining Industry

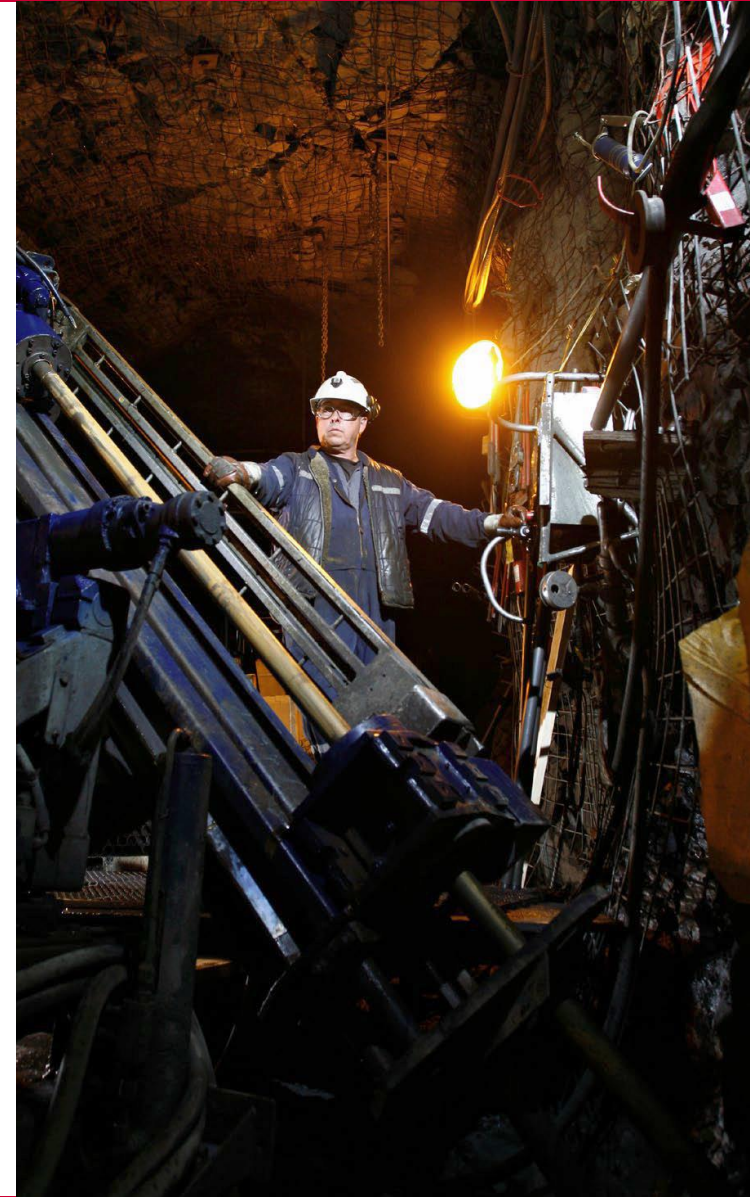
**Visited Sudbury,  
Ontario by invitation  
of Mayor Marianne  
Matichuk**

Met with high-ranking  
executives from a cross  
section of the business  
community.



# Sudbury, Ontario Mining Industry

- Greater Sudbury is home to the **largest integrated mining complex** in the world.
- The diversification of the **mining supply and services sector** has encouraged a global business mindset in all sectors.
- **Leader in mining and mining supply services**, economic base has evolved into a regional center with an **international focus**.



# Sudbury, Ontario Mining Industry

## R&D facilities in Greater Sudbury include:

- Vale Living with Lakes Centre (Laurentian University)
- Centre for Integrated Monitoring Technology (CIMTEC)
- Deep Mine Research Consortium
- Xstrata Process Support
- CANMET

## Directs and Coordinates Step-change Innovation in 5 Strategic Project Categories

- **Exploration:** Mineral Exploration research and geophysics
- **Deep Mining:** Risk mitigation and cost effectiveness for mining highly stressed ore bodies at depth
- **Underground Mine Construction:** Improved productivity and stability
- **Integrated Mine Engineering:** Mine design to extract optimal mine value with enabling technologies
- **Environmental Studies and Sustainability**

# Sudbury, Ontario | SNOLAB

**Exclusive tour of SNOLAB:**  
an underground science  
laboratory specializing in  
neutrino and dark matter  
physics.

The world's deepest  
underground lab facility at  
2 kilometers (1.2 miles)  
underground.



# Northern Centre for Advanced Technology

## Not-for-profit company with a 60,000 square foot Innovation and Commercialization Centre

- Innovation Development
- Contractor training and Occupational Health
- Safety Resource Centre and eLearning technology
- Highly skilled product design, development, prototyping, and testing group





# NORCAT Tag-in / Tag-out

- Branded NORCAT “driver’s license” card contains workers full training history
- NORCAT card can be read by:
  - Barcode reader
  - Proximity reader
  - Internet lookup
- Compatible with RFID equipment tagging
- Enables gate access control systems



# Dura•21



*Stop unacceptable rates of wear  
using technologies that last.*



# STRONGER, SAFER, GREENER



[Dura21.com](http://Dura21.com)

[www.CanadaNevada.org](http://www.CanadaNevada.org)

888.454.2922



Proprietary technologies chosen for your facility's specific needs - abrasiveness, corrosivity, durability, hazardousness, safety, carbon footprint, and environmental friendliness...

**A comprehensive auditing, testing, specifying and rating service.**



## Stronger.

Our products last up to 20X the standard.

Dura•21 builds for durability not consumption.

## Safer.

Health & Safety standards are best met with durable infrastructure.

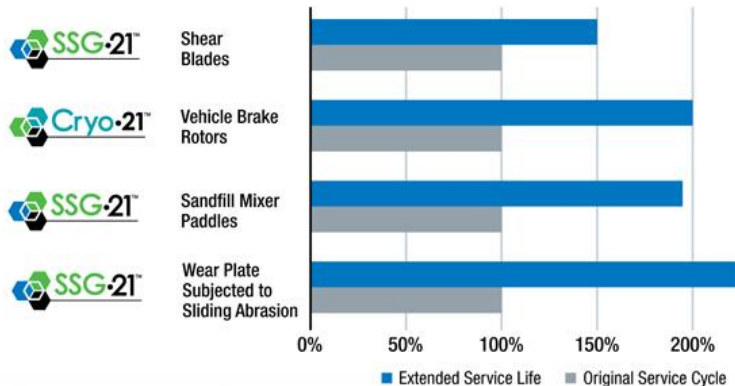
The tougher the environment, the more durability matters. Poor quality piping is simply not worth the risk.

## Greener.

We design long-lasting consumables.

While all parts need to be replaced eventually, why not play to achieve the longest lasting results? Dura•21 designs to minimize waste and reduce the overall material need for the efficient operation of your business.

Field Results



Dura•21® technologies represent the clearest way to increase **productivity** while significantly **improving durability, safety, and eco-responsibility.**

Reduce **down time.** Reduce maintenance.

In today's global marketplace Dura•21's technologies are the smart choice.

[Dura21.com](http://Dura21.com)

SSG•21™ is a proprietary process\* formulated to be extremely wear resistant.

\*patent pending

## SSG•21 dPipe?

Our *dPipe* excels in transporting coarse industrial materials like slurry, pastes, sand-fill, and pneumatic abrasives, leading the industry in durability.

Dura•21® Presents

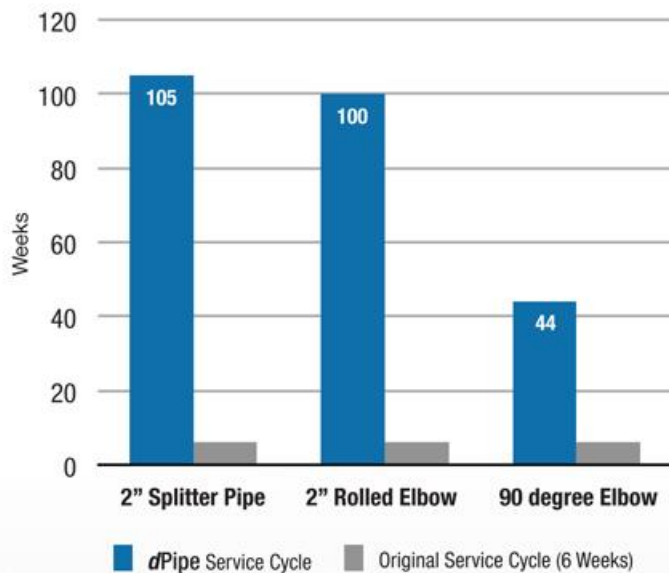


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## At a Mining site located in Sudbury, Ontario



**dPipe is built to handle the toughest industrial applications.**

- Field results have shown **dPipe** to have a wear-life of up to 20X that of untreated carbon steel
- Smallest diameter available in its class
- Maximum length is 21 ft (6.4m) continuous pipe, without the need for segmentation or joints
- **dPipe** is designed to fit with the other components of your pipe system. You have the flexibility to target high abrasion areas or replace your entire system one part at a time
- All of our pipe bends and fabrications can be fitted with standard flanges and coupling rings

## Where is dPipe Used?

- Slurries
- Mine backfill
- Dewatering
- Concrete transport
- Suction lines
- Pulp & paper



## SSG-21™ can reduce your overall operating costs and enhances how you do business.

Unscheduled down time due to pipe failure will cost far more than wear-resistant pipe. With **dPipe**, you can reduce down time, store fewer spare parts and decrease the health risks associated with failed pipes.

**dPipe** can minimize the high price of cleaning up contaminated work areas if a premature failure is missed during routine inspection. Stringent health and safety regulations are best met by durable infrastructure.



Available in an unlimited variety of shapes and sizes



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web: [www.dura21.com](http://www.dura21.com)

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# Why CNBC?

- We are facilitators
- Connections with potential clients at the decision making level
- Our objective is to help our members grow their respective businesses
- Getting deals done (private sector vs. public sector)
- We help our members create opportunities
- We work as a group to promote bilateral trade

# Canada Nevada Business Council

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