




CROSS BORDER TRANSPORTATION
KNOW YOUR OPPORTUNITIES
AND RISKS

Jeffrey R. Simmons
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- 
- **Overview of trade between Arizona and Canada**
 - **The top risk to consider when transporting goods and how to protect your company's interest**

OPPORTUNITIES

Annual Trade between Arizona and Canada 2012 Value (in Actual US Dollars)

Transportation Mode	Trade Type and Value		
	Total Trade Value	Exports Value	Imports Value
All Land	\$2,657,409,730	\$1,408,546,139	\$1,248,863,591
Truck	\$2,131,838,498	\$1,349,926,146	\$781,912,352
Rail	\$201,786,283	\$33,419,523	\$168,366,760
Other	\$323,755,119	\$25,170,640	\$298,584,479
Mail	\$29,830	\$29,830	N/A
All Air and Vessel	\$998,654,852	\$756,231,430	\$242,423,422
Air	\$998,118,279	\$756,178,101	\$241,940,178
Vessel	\$536,573	\$53,329	\$483,244
All Modes	\$3,656,064,582	\$2,164,777,569	\$1,491,287,013

SOURCE: U.S. Department of Transportation, Research and Innovative Technology Administration, Bureau of Transportation Statistics, TransBorder Freight Data.

TOP ARIZONA EXPORTS TO CANADA:

- **Equipment and machinery (41%)**
- **Transportation (20%)**
- **Agriculture (18%)**
- **Mineral and metals (8%)**
- **Chemicals (6%)**
- **Plastic and rubbers (1%)**
- **Other (5%)**

TOP ARIZONA IMPORTS FROM CANADA:

- **Equipment and machinery (29%)**
- **Transportation (24%)**
- **Forest Products (7%)**
- **Mineral and metals (6%)**
- **Agriculture (6%)**
- **Chemicals (6%)**
- **Plastic and rubbers (5%)**
- **Other (23%)**

BIGGEST RISK:
NOT RECEIVING THE VALUE OF YOUR
DAMAGED GOODS

- Most litigated issue in the U.S.
- Each type of transportation (truck, rail, air and ocean) has a different limit of damages that you can receive
- U.S. transportation laws are different from Canada's laws

WHAT CAN YOU RECOVER IF YOUR GOODS ARE DAMAGED?

Value of the goods- *unless there is a limit*

Truck– Common Limit - 50¢ to \$5 per pound

Rail– Common Limit- \$25,000 per carload

Air– International: \$29 per kilogram

Domestic: \$50 per shipment

Ocean– \$500 per package

Canada's Liability Schemes are Different

WHAT LAW APPLIES U.S. OR CANADA?

Depends on:

- Where the Shipment Starts or Stops
- Where the Contract was Made
- Where the Loss Occurred

HOW TO PROTECT AGAINST RISK

Shipper:

- Insurance
- Declare Value
 - Higher rate
 - Higher limit of liability
- Contract with the Carrier

Carrier:

- Contracts to limit liability



THANK YOU

Jeffrey R. Simmons

Ryley Carlock & Applewhite

Telephone: (602) 440-4804

Email: jsimmons@rcalaw.com



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