

Eastern Border Transportation Coalition: Toronto, ON, September 16, 2013

The importance of Efficient Canada – US Border Crossings: Envisioning the Border of the Future

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Great Lakes
International Trade
and Transport Hub



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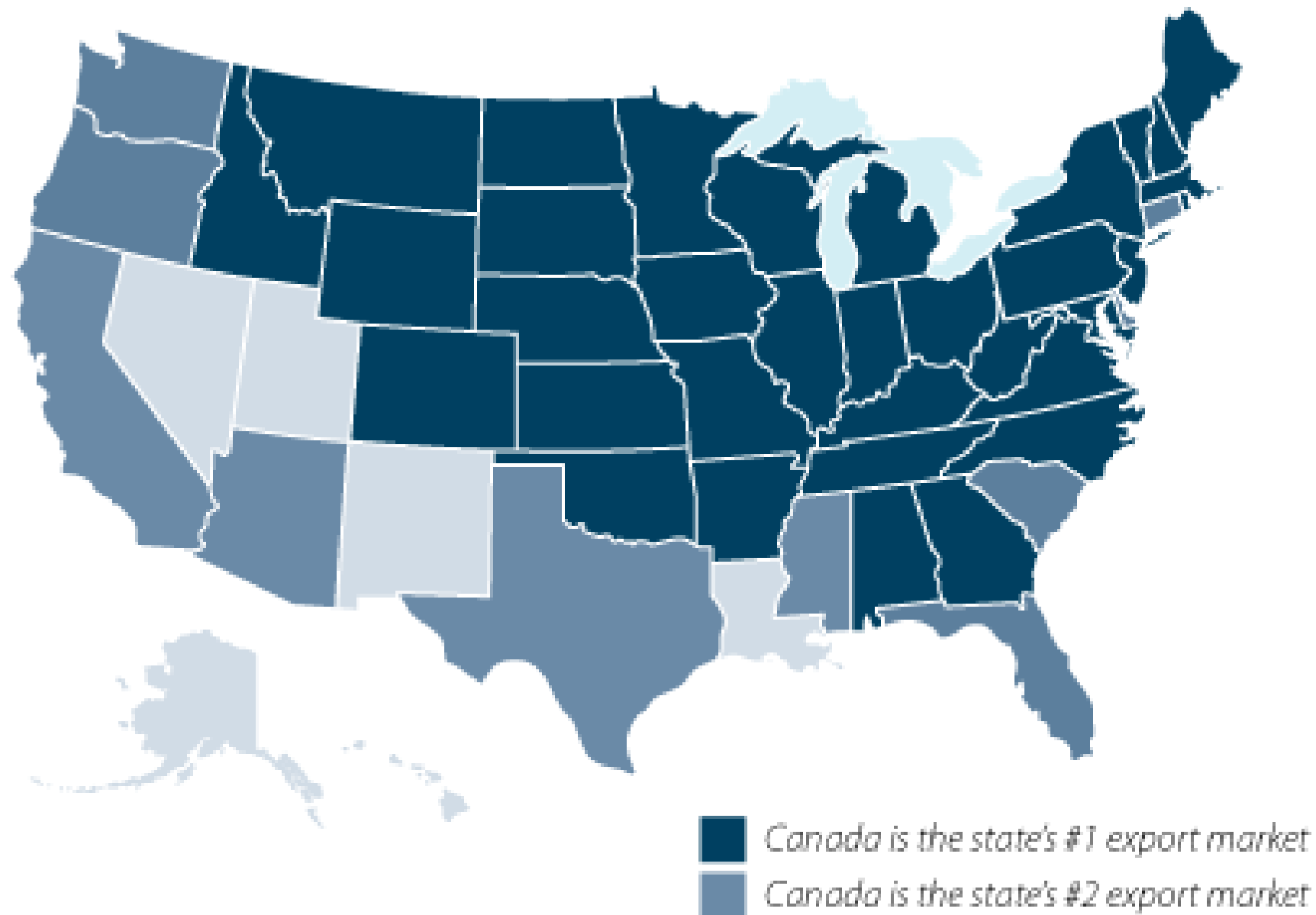


► **\$632.3 BILLION**

U.S. – CANADA TOTAL TRADE IN 2013



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TOP STATE - CANADA TRADING
PARTNERS

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U.S. - CANADA EBTC TRADE PARTNERS: 2013 IMPORTS & EXPORTS?

Top Michigan Imports and Exports by Country 2009-2013 (in millions of dollars)

Importing Countries	2009 Total Merchandise	2013 Total Merchandise	% Change
World (total imports)	59,748,000,000	118,158,000,000	+97%
Canada	28,172,000,000	48,696,000,000	+72%
Mexico	17,216,000,000	40,259,000,000	+133%
China	2,980,000,000	7,576,000,000	+154%
Exporting Countries	2009 Total Merchandise	2013 Total Merchandise	% Change
World (total exports)	32,655,000,000	58,653,000,000	+79%
Canada	15,904,000,000	26,175,000,000	+64%
Mexico	5,214,000,000	12,171,000,000	+133%
China	1,333,000,000	4,136,000,000	+210%

Source: : 2011 NAICS

Values in Millions of Dollars

Top Maine Imports and Exports by Country

2009-2013 (in millions of dollars)

Importing Countries	2009 Total Merchandise	2013 Total Merchandise	% Change
World (total imports)	4,279,000,000	3,541,000,000	-17%
Canada	1,865,000,000	2,197,000,000	+17%
China	274,000,000	353,000,000	+28%
Germany	754,000,000	115,000,000	-84%
Exporting Countries	2009 Total Merchandise	2013 Total Merchandise	% Change
World (total exports)	2,231,000,000	2,687,000,000	+20%
Canada	858,000,000	1,370,000,000	+59%
China	175,000,000	223,000,000	+27%
Japan	86,000,000 (2010 value)	121,000,000	+40%

Source: : 2011 NAICS

Values in Millions of Dollars

Top New Hampshire Imports and Exports by Country 2009-2013 (in millions of dollars)

Importing Countries	2009 Total Merchandise	2013 Total Merchandise	% Change
World (total imports)	6,322,000,000	11,872,000,000	+87%
Canada	3,669,000,000	7,950,000,000	+116%
China	557,000,000	932,000,000	+67%
Mexico	417,000,000	574,000,000	+37%
Exporting Countries	2009 Total Merchandise	2013 Total Merchandise	% Change
World (total exports)	3,061,000,000	4,184,000,000	+36%
Canada	449,000,000	1,263,000,000	+181%
Mexico	767,000,000	409,000,000	-46%
China	212,000,000	266,000,000	+25%

Source: : 2011 NAICS

Values in Millions of Dollars

Top New York Imports and Exports by Country

2009-2013 (in millions of dollars)

Importing Countries	2009 Total Merchandise	2013 Total Merchandise	% Change
World (total imports)	92,909,000,000	129,807,000,000	+39%
China	16,884,000,000	22,755,000,000	+34%
Canada	16,884,000,000	19,405,000,000	+14%
India	4,914,000,000	10,457,000,000	+112%
Exporting Countries	2009 Total Merchandise	2013 Total Merchandise	% Change
World (total exports)	58,743,000,000	86,523,000,000	+47%
Canada	12,576,000,000	16,855,000,000	+34%
Switzerland	4,232,000,000 (2010 Value)	10,260,000,000	+142%
Hong Kong	2,957,000,000	9,310,000,000	+214%

Source: : 2011 NAICS

Values in Millions of Dollars

Top Vermont Imports and Exports by Country

2009-2013 (in millions of dollars)

Importing Countries	2009 Total Merchandise	2013 Total Merchandise	% Change
World (total imports)	3,106,000,000	4,949,000,000	+59%
Canada	2,310,000,000	3,776,000,000	+63%
China	217,000,000	281,000,000	+29%
Mexico	40,000,000	109,000,000	+172%
Exporting Countries	2009 Total Merchandise	2013 Total Merchandise	% Change
World (total exports)	3,219,000,000	4,026,000,000	+25%
Canada	3,122,000,000	1,869,000,000	-40%
China	1,514,000,000	491,000,000	-67%
Hong Kong	221,000,000	334,000,000	+51%

Source: : 2011 NAICS

Values in Millions of Dollars

Top EBTC Importing Countries 2013

1.Canada

1.Mexico

1.China

2.India

3.Germany

Top EBTC Exporting Countries 2013

1. Canada

2. Mexico

3. China

4. Switzerland

5. Hong Kong

6. Japan

Top EBTC Importing Countries 2012

1.Canada

1.Mexico

1.China

2.Germany

3.India

Top EBTC Exporting Countries 2012

1. Canada

2. Mexico

3. China

4. United Kingdom

5. Hong Kong

6. Malaysia

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Top Trading commodities - 2013

Commodity Description	\$ Billions
Mineral Fuels; Oils and Waxes	\$134,059
Vehicles Other than Railway	\$107,406
Computer-Related Machinery and Parts	\$66,892
Electrical Machinery; Equipment and Parts	\$34,791
Plastics and Articles	\$23,676
Special Classification Provisions	\$19,066
Measuring and Testing Instruments	\$12,438
Paper and Paperboard	\$11,927
Pearls; Stones; Metals and Imitation Jewelry	\$11,829
Articles of Iron and Steel	\$11,769
Iron and Steel	\$11,062
Aircraft; Spacecraft and Parts	\$10,690
Wood and Articles	\$10,257

U.S. Merchandise Trade with Canada by Surface Modes of Transportation: (in millions of dollars)

How Do The Goods Move?

Mode		2010	2011	2012	Percent Change 2010 - 2011	Percent Change 2011 - 2012
All Surface Modes	Imports	246,252	282,582	290,096	14.8	2.7
	Exports	224,809	254,450	266,120	13.2	4.6
	Total	471,061	537,031	556,216	14.0	3.6
Truck	Imports	123,238	135,528	138,948	10.0	2.5
	Exports	173,588	195,126	202,542	12.4	3.8
Rail	Imports	56,996	65,118	69,914	14.3	7.4
	Exports	26,116	29,569	33,068	13.2	11.8
Pipeline	Imports	57,562	70,743	67,733	22.9	-4.3
	Exports	3,151	6,211	6,071	97.1	-2.3

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Logistics and Supply Chain Trends and Future Challenges:

**Canada - US Trade: \$1.7 Billion a day in goods
& 300,000+ people per day cross our borders**

- **Motor carriers handle 77% of the freight volume in the US and 90% in Canada!**
- Motor carriers prices are increasing, motor carrier revenue is up by 6%
- Rail prices are also up, as are revenues, by 15%
- Intermodal freight volume is up 5%
- Air, Water and Pipeline revenues are in decline
- **Inventory carrying costs are up by 7% due to higher costs of taxes, insurance, obsolescence and depreciation. An important factor in considering location, mode choice and transit times!**
- **Driver shortages are rising!**
- **Sustainability is ever more important!**
- **Uncertain global economic trends?**
- **Natural disasters and climate change impacts?**
- **Terrorism & risk mitigation effects the supply chain = boarder crossing issues!**

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Traffic delayed on border bridges
Oneida Daily Dispatch – 8/28/14

Border delays increasing despite less traffic
Windsor Star – 8/24/14



Back-ups at border crossings are longer, more frequent this summer
Buffalo News – 9/4/14

BORDER DELAYS = 🖐 COSTS =
🖐 CANADA – U.S. COMPETITIVENESS 😞

Cost of Border Delay\$

U.S. and Canadian border crossings costs
Canada between \$15 and \$30 billion every year
or about 1.4% of GDP

Custom rules and border delays can add an extra
\$800 - \$1500 to the production costs of an
automobile

It's estimated that \$7 billion (U.S.) per year in
potential tourist receipts were lost for the
Canadian economy

Possible factors influencing border delays?

Inspection processes?

Border staffing?

Driver preparedness?

Access to the plaza and the primary inspection booths?

Infrastructure?

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2013 Trade Value through EBTC Ports by Truck	\$ 256,220.00
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2013 Trade Value through EBTC Ports by Rail	\$ 68,733.00
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2013 Trade Value through EBTC Ports by Pipeline	\$ 14,721.00
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THANK YOU!

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