

# Eastern Border Transportation Coalition: Burlington Vermont, September 17, 2013

## Trade Traffic and Logistics Roundtable: Responding To Challenges

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## **General logistics and supply chain trends and challenges:**

**Canada - US Trade: \$1.6 Billion a day in goods  
& 300,000 people per day cross our borders**

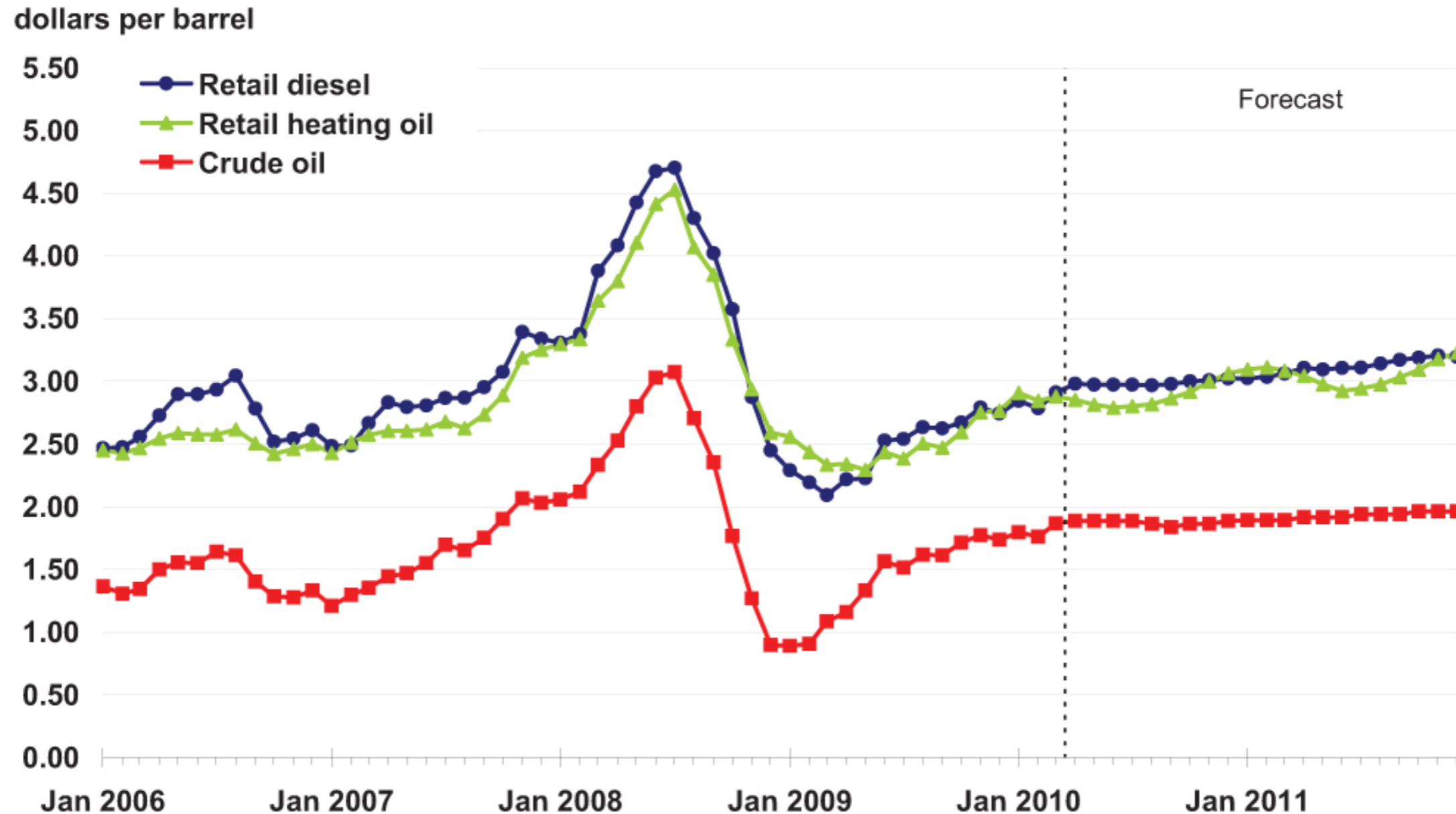
- Motor carriers prices are increasing, motor carrier revenue is up by 6.2%
- Motor carriers handle 77% of the freight volume in the US
- Rail prices are also up, as are revenues, by 15.3%
- Intermodal freight volume is up 4.9%
- Air, Water and Pipeline revenues are in decline
- Inventory carrying costs are up by 7.6% due to higher costs of taxes, insurance, obsolescence and depreciation. An important factor in considering 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 and its effects on the supply chain?**

# Volatile Diesel Fuel Prices

April 2009 = \$2.34 In CA  
April 2010 = \$3.23 In CA  
April 2011 = \$4.47 In CA  
July 2012 = \$3.87 in CA

September, 2013 = \$4.22 in CA

## U.S. Diesel Fuel and Crude Oil Prices



Source: Short-Term Energy Outlook, April 2010

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

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

Source BTS.gov

# ***The Turbulent Transportation Environment!***

**So, what can you do?**

**Run away?**

**Or**

**Work together...Collaboration!**

**The Economy???**

**Relationships**

**Intermodal**

**Time-based competition**

**Information technology**

**Sustainability?**

**Globalization**



# Top Michigan Imports and Exports by Country 2009-2012

Importing Countries	2009 Total Merchandise	2012 Total Merchandise	% Change
<b>World (total imports)</b>	<b>59,748,000,000</b>	<b>116,216,000,000</b>	<b>+95%</b>
Canada	28,172,000,000	49,528,000,000	+76%
Mexico	17,216,000,000	38,141,000,000	+122%
China	2,980,000,000	6,751,000,000	+127%
Exporting Countries	2009 Total Merchandise	2012 Total Merchandise	% Change
<b>World (total exports)</b>	<b>32,655,000,000</b>	<b>56,993,000,000</b>	<b>+75%</b>
Canada	15,904,000,000	25,400,000,000	+60%
Mexico	5,214,000,000	10,464,000,000	+101%
China	1,333,000,000	3,249,000,000	+144%

Source: : 2011 NAICS

\*Values in Millions of Dollars\*

# Top Maine Imports and Exports by Country 2009-2012

Importing Countries	2009 Total Merchandise	2012 Total Merchandise	% Change
<b>World (total imports)</b>	<b>4,279,000,000</b>	<b>3,793,000,000</b>	<b>-11%</b>
Canada	1,865,000,000	1,921,000,000	+3%
Germany	754,000,000	427,000,000	-43%
China	274,000,000	331,000,000	+20%
Exporting Countries	2009 Total Merchandise	2012 Total Merchandise	% Change
<b>World (total exports)</b>	<b>2,231,000,000</b>	<b>3,048,000,000</b>	<b>+27%</b>
Canada	858,000,000	1,324,000,000	+35%
Malaysia	348,000,000	468,000,000	+26%
China	175,000,000	247,000,000	+29%

Source: : 2011 NAICS

\*Values in Millions of Dollars\*

# Top New Hampshire Imports and Exports by Country 2009-2012

Importing Countries	2009 Total Merchandise	2012 Total Merchandise	% Change
<b>World (total imports)</b>	<b>6,322,000,000</b>	<b>12,225,000,000</b>	<b>+93%</b>
Canada	3,669,000,000	8,047,000,000	<b>+119%</b>
China	557,000,000	888,000,000	<b>+59%</b>
Mexico	417,000,000	562,000,000	<b>+35%</b>
Exporting Countries	2009 Total Merchandise	2012 Total Merchandise	% Change
<b>World (total exports)</b>	<b>3,061,000,000</b>	<b>3,489,000,000</b>	<b>+14%</b>
Canada	449,000,000	648,000,000	<b>+44%</b>
Mexico	767,000,000	474,000,000	<b>-38%</b>
China	212,000,000	273,000,000	<b>+29%</b>

Source: : 2011 NAICS

\*Values in Millions of Dollars\*

# Top New York Imports and Exports by Country 2009-2012

Importing Countries	2009 Total Merchandise	2012 Total Merchandise	% Change
<b>World (total imports)</b>	<b>92,909,000,000</b>	<b>124,453,000,000</b>	<b>+34%</b>
China	16,884,000,000	22,614,000,000	+34%
Canada	16,884,000,000	19,037,000,000	+13%
India	4,914,000,000	8,329,000,000	+69%
Exporting Countries	2009 Total Merchandise	2012 Total Merchandise	% Change
<b>World (total exports)</b>	<b>58,743,000,000</b>	<b>81,359,000,000</b>	<b>+39%</b>
Canada	12,576,000,000	15,399,000,000	+22%
Hong Kong	2,957,000,000	8,897,000,000	+201%
United Kingdom	4,532,000,000	6,548,000	+44%

Source: : 2011 NAICS

\*Values in Millions of Dollars\*

# Top Vermont Imports and Exports by Country 2009-2012

Importing Countries	2009 Total Merchandise	2012 Total Merchandise	% Change
<b>World (total imports)</b>	<b>3,106,000,000</b>	<b>4,351,000,000</b>	<b>+40%</b>
Canada	2,310,000,000	3,291,000,000	+42%
China	217,000,000	243,000,000	+12%
Mexico	40,000,000	98,000,000	+145%
Exporting Countries	2009 Total Merchandise	2012 Total Merchandise	% Change
<b>World (total exports)</b>	<b>3,219,000,000</b>	<b>4,140,000,000</b>	<b>+29%</b>
Canada	3,122,000,000	4,026,000,000	+29%
China	1,514,000,000	1,828,000,000	+21%
Hong Kong	221,000,000	584,000,000	+164%

Source: : 2011 NAICS

\*Values in Millions of Dollars\*

# Top Importing Countries

1.Canada

1.Mexico

1.China

2.Germany

3.India

# Top Exporting Countries

1. Canada

2. Mexico

3. China

4. United Kingdom

5. Hong Kong

6. Malaysia



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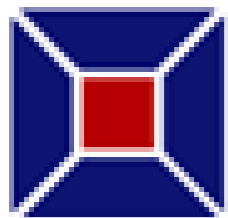
*Thank you!*

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