

GLITTH: Great Lakes International Trade & Transport Hub: The Importance of Collaboration!



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Great Lakes
International Trade
and Transport Hub



General Logistics and supply chain trends to consider:

- 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% in 2011
- Air, Water and Pipeline revenues declined in 2011.
- In 2011 inventory carrying costs were up by 7.6% due to higher costs of taxes, insurance, obsolescence and depreciation. An important factor in considering mode choice and transit times!

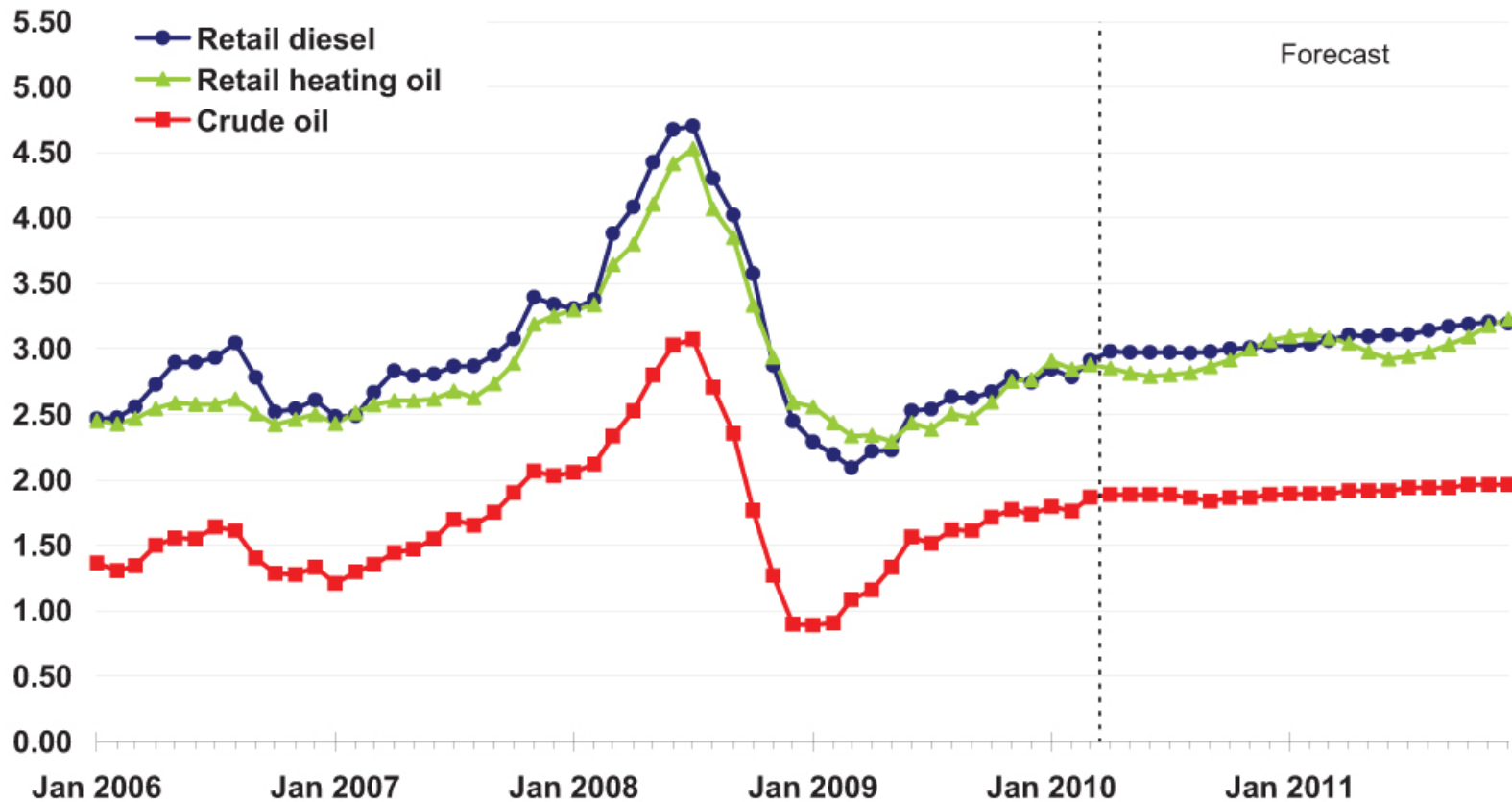
Volatile Diesel Fuel Prices

AUG. 2008 = \$4.70 in CA
APRIL 2009 = \$2.34 in CA
APRIL 2010 = \$3.23 in CA
MAY 2011 = \$4.47 in CA

July, 2012 = \$3.87 in CA

U.S. Diesel Fuel and Crude Oil Prices

dollars per barrel



Trucking – Price Trends



% Change vs.	1 month ago	6 mos. ago	1 yr. ago	2 yrs. ago
General freight - local	0.0	0.6	3.6	-4.3
Truckload TL	-0.4	1.5	6.4	-5.6
Less-than-truckload LTL	0.5	3.9	10.1	-0.5

Source: Logistics Management – 12/2011

Rail – Price Trends



% Change vs.	1 month ago	6 mos. ago	1 yr. ago	2 yrs. ago
Rail freight	0.0	4.0	9.8	-5.7
Intermodal	-0.8	1.6	10.3	-12.0

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

Mode		April 2011	April 2012	Percent Change April 2011 - 2012
All Surface Modes	Imports	23,120	24,667	6.7
	Exports	21,519	22,483	4.5
	Total	44,639	47,150	5.6
Truck	Imports	11,055	11,876	7.4
	Exports	16,465	17,116	4.0
Rail	Imports	5,678	5,873	3.4
	Exports	2,514	2,841	13.0
Pipeline	Imports	5,483	6,016	9.7
	Exports	692	529	-23.6

Source
BTS.gov

The Turbulent Transportation Environment!

So, what can you do?

Transactional = Price?
or

Relational = Collaboration?

or...run away! ☺

The Economy???

Relationships

Intermodal

Time-based competition

Information technology

Sustainability?

Globalization



Great Lakes International Trade & Transport Hub: *A Brief History...or a funny thing happened on my way to Canada!*

October 2009: DAL Atlantic Gateway Conference

September 2010: Fulbright...*the house exchange!*

October 2010: MSU-DAL Initial Meeting

May 2011 MSU Canadian Studies Center CN Forum

June 2011: DAL-MSU Halifax Summit

July-August 2012: GLITTH Formed...*the power of T Shirts!*

October 2012: MSU-DAL Michigan Summit...*and Video!*

May 2012 MEDC Appoints Steering Committee

June 2012: DAL & MSU MOU...*collaboration continues!*

Great Lakes International Trade & Transport Hub

GLITTH Statement of Purpose: The purpose of this Steering Committee shall be to provide expertise, resources and support for the following work streams:

- Economic Development
- Industry Collaboration
- Assets and Infrastructure Integration
- Policies and Strategic Business Plans
- Marketing and Communications
- Talent and Education

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Top Michigan Imports by Country 2009-2011

Country	2009 Total Merchandise	2011 Total Merchandise	% Change
World (total imports)	59,748,247,532	104,278,123,399	+ 74%
Canada	28,172,077,382	46,659,510,809	+65%
Mexico	17,215,821,588	32,918,459,095	+91%
China	2,980,161,011	5,691,465,288	+90%
Japan	1,954,184,477	3,879,945,448	+98%
Germany	2,070,855,935	3,461,698,834	+67%
South Korea	534,807,137	1,641,855,534	+199%
Brazil	389,627,209	741,883,227	+90%

Source: : 2011 NAICS

Top Michigan Exports by Country 2009-2011

Country	2009 Total Merchandise	2011 Total Merchandise	% Change
World (total exports)	32,655,333,884	51,003,027,609	+ 56%
Canada	15,904,049,833	23,577,576,848	+47%
Mexico	5,214,440,714	8,964,673,647	+71%
China	1,333,294,229	2,687,599,025	+100%
Germany	1,258,258,371	1,798,822,226	+42%
Japan	1,239,383,177	1,337,389,368	+7%
Saudi Arabia	567,867,853	1,160,158,389	+104%
Brazil	506,119,765	970,769,277	+91%

Source: : 2011 NAICS

Top Maine Imports by Country 2009-2011

Country	2009 Total Merchandise	2011 Total Merchandise	% Change
World (total imports)	4,279,438,148	4,483,559,672	+ 4.8%
Canada	1,865,278,614	2,127,272,876	+ 14%
Germany	753,771,445	867,799,805	+ 15%
China	274,166,942	386,753,232	+ 41%
United Kingdom	241,152,557	139,261,760	- 42%
Netherlands	291,079,312	78,552,930	- 73%
Norway	40,461,067	73,291,107	+ 81%
Mexico	62,614,426	61,936,416	- 1.1%

Source: : 2011 NAICS

Top Maine Exports by Country 2009-2011

Country	2009 Total Merchandise	2011 Total Merchandise	% Change
World (total exports)	2,231,142,502	3,420,593,567	+ 53%
Canada	858,232,080	1,128,564,135	+ 31%
Malaysia	348,467,408	926,780,946	+ 166%
China	175,470,108	274,607,338	+ 56%
South Korea	51,592,147	126,915,180	+ 146%
Japan	101,393,779	108,247,785	+ 6.7%
Netherlands	48,638,443	91,974,919	+ 89%
Singapore	12,437,093	82,535,872	+ 563%

Source: : 2011 NAICS

Top New Hampshire Imports by Country 2009-2011

Country	2009 Total Merchandise	2011 Total Merchandise	% Change
World (total imports)	6,322,029,947	11,681,790,087	+ 84%
Canada	3,669,176,623	8,010,817,635	+ 118%
China	556,721,083	869,003,273	+ 56%
Mexico	416,522,267	556,501,412	+ 33%
Germany	383,788,736	395,995,288	+ 3%
United Kingdom	79,509,135	224,896,557	+ 182%
Taiwan	61,408,520	164,737,210	+ 168%
Italy	59,049,038	153,256,985	+ 159%

Source: : 2011 NAICS

Top New Hampshire Exports by Country 2009-2011

Country	2009 Total Merchandise	2011 Total Merchandise	% Change
World (total exports)	3,060,715,994	4,297,163,753	+ 40%
Mexico	767,437,976	943,073,294	+ 22%
Canada	449,303,331	652,076,454	+ 45%
China	211,501,939	337,769,889	+ 59%
Germany	173,422,672	232,908,628	+ 34%
United Kingdom	126,903,442	199,906,693	+ 57%
Hong Kong	72,099,433	184,036,741	+ 155%
Netherlands	111,536,652	154,477,190	+ 38%

Source: : 2011 NAICS

Top New York Imports by Country 2009-2011

Country	2009 Total Merchandise	2011 Total Merchandise	% Change
World (total imports)	92,909,031,343	127,244,581,487	+ 36%
China	16,884,385,809	21,592,063,471	+ 27%
Canada	16,883,690,029	20,334,490,473	+ 20%
India	4,913,996,764	9,299,752,846	+ 89%
Israel	5,272,172,518	8,791,559,558	+ 66%
France	3,089,484,251	4,479,678,710	+ 45%
Italy	3,670,104,453	4,457,072,673	+ 21%
Belgium	2,762,898,421	4,369,050,431	+ 58%

Source: : 2011 NAICS

Top New York Exports by Country 2009-2011

Country	2009 Total Merchandise	2011 Total Merchandise	% Change
World (total exports)	58,743,030,056	84,887,562,296	+ 44%
Canada	12,575,547,118	16,285,702,217	+ 29%
Hong Kong	2,956,989,431	8,102,000,763	+ 174%
United Kingdom	4,532,173,377	6,500,726,374	+ 43%
Israel	3,685,606,814	5,130,681,826	+ 39%
Switzerland	3,316,847,860	5,000,247,824	+ 50%
China	2,440,783,550	4,450,435,977	+ 82%
Belgium	1,750,975,993	2,889,962,400	+ 65%

Source: : 2011 NAICS

Top Vermont Imports by Country 2009-2011

Country	2009 Total Merchandise	2011 Total Merchandise	% Change
World (total imports)	3,106,274,129	4,136,878,880	+ 33%
Canada	2,309,663,693	3,029,969,258	+ 31%
China	217,176,976	281,906,015	+ 29%
Germany	51,082,475	184,564,501	+ 261%
United Kingdom	48,214,902	60,149,446	+ 24%
Italy	27,244,663	54,777,503	+ 101%
Mexico	39,678,381	50,983,570	+ 28%
India	37,391,071	47,974,238	+ 28%

Source: : 2011 NAICS

Top Vermont Exports by Country 2009-2011

Country	2009 Total Merchandise	2011 Total Merchandise	% Change
World (total exports)	3,219,270,656	4,256,644,212	+ 32%
Canada	1,514,359,228	1,873,131,900	+ 23%
China	220,958,315	778,728,808	+ 252%
Hong Kong	258,019,738	273,431,089	+ 5.9%
Taiwan	132,907,180	201,821,435	+ 51%
South Korea	82,487,678	152,078,739	+ 84%
Malaysia	183,889,171	147,706,439	- 19%
Singapore	162,401,728	120,089,224	- 26%

Source: : 2011 NAICS

So Let's keep collaborating...!

Thank you!



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Eastern Border Trade Coalition, EBTC Halifax, NS, September 11, 2012

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