

**CAN/AM BORDER TRADE ALLIANCE EXECUTIVE DIRECTOR'S  
REMARKS U.S. DOT ONE-DOT CONFERENCE DETROIT, MICHIGAN  
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U.S./ Canada two-way trade is one of the fastest growing major segments of economic activity in the world economy. A vast majority of this trade is carried by the truck mode utilizing Land Border Crossing Gateways and Highway Corridor Infrastructure.

For the first time, the specific recognition of Gateway Border Infrastructure and Trade Corridor Planning and Development initiatives in the TEA-21 federal legislation is an essential step forward. How we utilize this critical opportunity will determine its ultimate success.

The CANADIAN/AMERICAN BORDER TRADE ALLIANCE is a transcontinental/bi-national organization with participation of entities from 22 states on or near the U.S./Canada Border, Washington to Maine including Alaska and the Canadian provinces with an established combined network which involves over 60,000 companies and organizations in their individual memberships.

All two-way Canada/U.S./Mexico highway and rail trade and visitation requires utilization of Border Crossing Gateways, Gateway approaches and Border Area Infrastructure before dispersing to intended destinations throughout the lower 48 states, Canada and Mexico utilizing connected highway and rail trade flow corridors. Border Crossing Gateways, Gateway Connections and Corridors are vital links in the overall transportation system.

The importance of trade in attaining and sustaining economic viability cannot be over emphasized. Transportation is the element that provides access to markets and is the lifeline between producers and consumers. The Can/AM BTA developed a locational map of the United States, Canada and Mexico depicting the major Gateway Trade Corridor Highway routes linking two-way trade between major Canadian cities (population areas), manufacturing, farm, forest and natural resource source areas to the United States and to Mexico for trade activity involving Mexico.

My remarks today were requested to provide the Multistate Corridor Perspective. I have taken the liberty of including the absolutely essential participation of Canadian Provinces as a critical partner with the states involved in the process of planning and developing Trade Corridors which cross the border.

There are differing geographical types of Multistate Corridor initiatives; those that are vertical (north/south), horizontal (east/west) and a combination of both.

There are a number of effective cooperative multi-jurisdictional initiatives underway. Can/Am BTA members are key participants in each. Starting on the West Coast examples of (north/south) are: I-5 with the Cascadia Project initiative Connecting the Gateways and Trade Corridors at its northern end linking British Columbia with WA/OR/ID/CA Panel members Sid Morrison and Gary Grant are active in this. DOT's and ports are doing an excellent job preparing to meet freight mobility needs. Gateway is a 20-year international trade demand and transportation capacity plan for the movement of good and people (all modes). It marries Corridors and Gateways, links Customs and Immigration staffing, ITS, AMTRAK and inter-modal. It is an excellent blueprint model as it also uses the Border Business Plan at Cascade Gateway in Blaine as a laboratory for leveraging bi-national, public, private

financing of infrastructure.

I-15 linking Alberta south to San Diego, CA; I-25 linking Alberta south from Wyoming to El Paso, TX, I-29 and I-35 linking Manitoba south to Texas; I-75 linking Ontario south to Florida and to Texas via the proposed new I-69; U.S. 219 linking Ontario south through West Virginia and I-95 linking New Brunswick south to Miami, FL.

Examples of (east/west) are MI/IL with the I-94 critical Detroit-Chicago connection and then westward WI/MN/ND I-94 cross connecting I-35 and I-29; MT/WY/SD/MN/WI with I-90 cross connecting I-15, I-25, I-29 and I-35; I-10 connecting CA and TX and I-40 connecting CA and OK.

An example of a combination is MN/ND/SD/WI with I-29 and I-35 going (north/south) and I-90 and I-94 going (east/west).

Can/Am BTA has a priority interest in facilitating a consistent border-wide approach to set up a joint bi-national process of Trade Corridor and Gateway focus and initiatives. To commence with Canadian points of origin and destination linked into the continental United States transcending the Border as the beginning and ending point of the various north/south corridors and ultimately the origin and destination points in Mexico for that portion of trade occurring with Mexico.

Jerry Nagel, Executive Director of the Red River Trade Corridor and a member of the Can/Am BTA Executive Board, has contributed the following points: The term Trade Corridor implies "thru" and it is imperative that this be coupled with economic development "within" Economic regionalism transcends state and national borders; Bi-national and regional planning must be strategic versus reactive; Sole focus by individual government entities leads to duplication and negative competition versus a cooperative regional approach; Strategic focus must be Trade with Transportation as a facilitating component rather than the current other way around; Think continental and global - focus regionally - Multi-jurisdictional and Bi-national government cooperative planning and communication is essential.

It is an absolute must that we develop an objective, consistent, shared, cooperative, balanced framework for Trade Corridor Policy Development. Participation of rail, truck, air and marine providers, shippers, users and gateway crossing operators is essential.

TEA-21 includes/encourages Bi-national and multi-jurisdictional joint efforts. We need a national framework but primarily the ability to enable regions to decide in conjunction with full involvement of users, private sector carriers, shippers, producers and crossing operators.

I urge a Shared Border Accord type agreement between the U.S. and Canada on Gateways and Trade Corridor planning and development with a Border-wide strategy and regionally tailored tactical approaches.

Suggested points for implementation consideration:

Private sector led, with Federal, Provincial and State Government participation as providers, macro scale (border-wide) consistent approach with regional specifics and issues identified.

Participation of the full array of involved parties provides a balanced, cohesive, cooperative, objective framework for Trade Corridor policy development, evaluation and analysis.

A communication process is needed which crosses local focus limitations to share successful elements to:

- ε maximize results,
- ε minimize duplication,
- ε minimize time frames,
- ε eliminate false starts.

A common vision/definition of what constitutes an optimum Trade Corridor and Gateway is needed.

Whenever a large source of funds is appropriated, it draws numerous responses of competing individual proposals to be funded.

In closing I would leave you with my belief that Trade Corridors and Gateways must be looked at in "a big picture context." The ultimate goal and objective is to end up with a network of Gateways and Trade Corridors which facilitate trade and the movement of people in the most efficient and cost effective manner possible relating each corridor and gateway one to another and as a part of the whole. Imagine the U.S. as just one state. How would you select/determine Gateways and Corridors for funding? The same funding results should occur under TEA-21. U.S./Canada/Mexico and in fact Global Trade need transcontinental access.

In the final analysis it has been said "goods are going to go where goods are going to go between where they are needed and where they are produced." The producer, consumer, time and cost will ultimately decide this. This natural process should be facilitated not dictated. Technology, effective open communication with cooperation, smart planning/execution and effective use of leveraging public and private funds will go a long way in achieving results from critically needed Gateway Border Infrastructure and Trade Corridor Development. Success will support long-term economic viability and needed growth, which directly translates to job creation.

Thank You

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Phillips