

**CAN/AM BORDER TRADE ALLIANCE
SEPT. 19-21, 2010 WASHINGTON, D.C. CONFERENCE SUMMARY
HIGHLIGHTS**

CAN/AM BTA is an organization with a far-reaching beneficial impact on the important issues of Border Management, Trade, Business and Travel between **The World's "2" Canada & the United States Largest Trading Partners.**

" MUST INSURE SECURE EXPEDITED FLOW AT U.S./CANADA BORDER"

"Future" Can/Am BTA Conferences:

<u>Corridors, Gateways& Economies</u>	Sarnia, Ontario	Oct. 17-19, 2010
	Ottawa, Ontario	May. 1-3, 2011
	Portland, OR (w/PNWER)	July 19-22, 2011
	Washington, D.C.	2011

Conference Highlight: Excellent Speakers provided provocative insight Re: priority areas including planned present & future actions.

Speakers acknowledged CAN/AM BTA's leadership role:

Alan Bersin, U.S. Customs Commissioner

"I will utilize Can/Am BTA 's energy, talent, determination and plain speaking courage to assist me in succeeding to get where we need to go"

Jane Holl Lute, Deputy Secretary, Department of Homeland Security

"Can/Am BTA reflects the meaningful and important U.S./Canada relationship."

Paul Robertson, Minister (Economic), Canadian Embassy

"Can/Am BTA plays an important role in the preserving and safeguarding of the Facilitation and Security Agendas for the Canada-U.S. Border."

Thomas Winkowski, Assistant Commissioner, Office of Field Ops., CBP

"The Can/Am BTA-CBP Wait-Time and Dwell Time-Task Force is important."
"Can/Am BTA gets things done."

Gregory Nadeau, Deputy Administrator, Federal Highway Administration

"Jim is highly respected. He and the Can/AM Border Trade Alliance have served as a great facilitator in bringing interests on both sides of the border to engage in constructive dialogue."

Gord Brown, M.P., Co-Chair Canada-US Inter-parliamentary Group

"Appreciate the long standing valuable relationship we have with Can/Am BTA."

Len Mitzel, Member Legislative Assembly, Alberta Government

"Can/Am BTA's clear and effective solutions are widely recognized."

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CONFERENCE SPEAKERS AND THEIR MESSAGE

**Pat Whalen, Chief Operating Officer, Buffalo/Niagara Medical Campus
Executive Board Member CAN/AM BTA**

Noted the changes in our daily lives since 9/11, cited recent travel through airports and the difficulty crossing the border this past summer. If the Terrorist's Goal was to change the daily lives of 360 million Americans and 36 million Canadians, they succeeded. But best way to bring reasonableness to this situation is to get involved: "You are the experts when crossing the Border is concerned".

Attendees were urged to participate and interact with the Great Slate of Speakers over the next two days. Ask questions and offer solutions. It's a big reason these speakers come to see us.

HOMELAND SECURITY

Deputy Secretary Jane Holl Lute, Dept. Homeland Security

At the strategic level to achieve goals one needs: a vision; a plan; an organization structure; people; leadership and resources. Provided excellent insight into the DHS Canadian focus and relationship. Our mutual openness, our commerce and exchange, our mutual respect and interests provide the foundation for the largest bilateral trade relationship in the world. It also allows us to tackle the shared threats and challenges we face. DHS enjoys a strong working relationship with Public Safety Canada (PSC), Citizenship and Immigration Canada (CIC), and Transport Canada (TC) among other Canadian agencies.

Threats and challenges evolve rapidly increasingly ignoring borders. A truly active partnership with the Private Sector is essential to that. Homeland Security isn't command and control. We don't compel. "We work in partnership with you to secure, to expedite, to think ahead of threats." That requires a baseline of cooperation and trust. DHS seeks to improve Global Supply Chain security of the goods, conveyances, and infrastructures that make up the system, as well as the people we count on to efficiently and effectively move lawful commerce. DHS is also a key partner in the Administration's dialogue with Canada on creating a "shared vision" for Security and Competitiveness. The goal of this effort is to take a broader Strategic View of where the United States and Canada want to be in ten years and identify and agree on how to get there.

Deputy Secretary Lute received questions on:

- When will Trade see greater benefits/expediting in exchange for all of the advance info and other compliance that they have done, and in particular the idea of a green lane;

- Their belief that they are being inspected more than they used to be (admittedly far lower rates than non- C-TPAT participants);

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- Collaborative management of the border, particularly working together at small POEs and resolving Cornwall including co-location on the U.S. side;
- True cross recognition of C-TPAT-PIP, etc;
- What CANADA can do to increase WHTI compliance, specifically in terms of producing a widely available Vicinity RFID-enabled document;
- TSA should recognize NEXUS cards to expedite travel of NEXUS holders through airport inspections, as CATSA has done in Canada.

BROKERS AND LOGISTICS PANEL

Matthew Parrott, Director No. Border Operations, A. N. Deringer
Paul Gehrig, Brokerage Manager, UPS-SCS
Nancy Dempsey, Senior Manager, Regulatory Compliance, FEDEX
Bob Perkins, Senior Executive Advisor, Livingston International

Valuable insight and understanding were provided by this exceptionally experienced panel on the subjects of: Consumer Product Safety; Protecting Identities; Contingency Planning and FDA's Predictive Risk-based Evaluation for Dynamic Import Compliance Targeting (PREDICT).

Consumer Product Safety responsibilities, regulated products, scope of authority, recent developments, criticisms and information resources were presented. Identity Theft of Name, Government and Social Identifiers, Business and social Activities and Outcomes were detailed. Contingency Planning Definition, Types, Responsibilities, Goals, Objectives and Exercises to test plan were provided. FDA PREDICT relationship to OASIS and MARCS, Overview of Import Processing workflow, PREDICT purpose/method/screening rules/risk types, Pilot Test, BETA Test and Production Rollout and Entry Data Quality were explained.

FEDERAL HIGHWAY ADMINISTRATION

Gregory Nadeau, Deputy Administrator, FHWA

Provided an extremely insightful meaningful view of the activities and workings of the Federal Highway Administration. Stated Federal Highway Administrator, Victor Mendez is the former director of the Arizona DOT, "so between Victor and I we have both borders very well represented in the FHWA Administrator's Office. Victor has brought a tremendous jolt of energy and innovation to FHWA. Under his leadership, we've launched an initiative to shorten the time it takes to deliver major projects and the time it takes to get new technologies deployed in the transportation sector. We've overseen the commitment of more than \$26 Billion in highway funds from the American Recovery and Reinvestment Act."

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It's the goal at the Federal Highway Administration, working with GSA, Homeland Security, Customs and Border Protection, and with our Canadian partners, to make sure our Borders work – and work efficiently. It means making our Borders more efficient so that our 2 nations' economies can grow with our businesses creating jobs. In the most tangible sense, a lot of this is made possible by transportation infrastructure. Earlier this year, FHWA awarded \$1.5 billion in TIGER Grants to 51 projects. Need to focus on investing our resources where they'll produce the best possible outcomes. That thinking is going to guide us in the upcoming reauthorization, where Secretary LaHood has set some clear priorities for the Department ...enhancing safety, promoting livable communities, sustaining the environment, helping our economy grow – including by facilitating Global Trade -- and maintaining our transportation assets in a state of good repair. Between 2005 and the end of 2010, Congress -- through FHWA -- allocated more than \$1 billion through the Coordinated Border Infrastructure Program or CBI. CBI money is distributed to the 15 land border states according to a formula set up in the law. "Administrator Mendez and I always end speeches with a few words about safety. I urge my American and Canadian friends to always buckle up, put away your cell phone when you're driving, don't drink and drive, and drive safely."

CAN/AM Border Trade Alliance TECHNOLOGY MONITORING

Brian Bowen, President, Bowen Enterprises, Inc.

Brian is Can/Am BTA's Designated Member of the CBP Trade Support Network (TSN). He presented an excellent comprehensive update on: CBP – ACE Issues including In-Bond; Shipment Control Number and CBSA – ACI Issues including Timelines; Current Testing Early Adopters Highway; Test Scripts; Certification Environment and Time Frames for Submitting Pre-Arrival Information.

LUNCHEON KEYNOTE SPEAKER

Paul Robertson, Minister (Economic), Canadian Embassy

"The Canadian Perspective"

Effectively provided meaningful insight at a particularly poignant time when job creation is "the number one issue" for so many people. My goal today is to touch on a few issues of particular importance and provide the Canadian perspective as we continue to work with the U.S. on creating jobs together. Discussed an economic partnership that includes security measures that are cohesive with Trade facilitation. Investment in transportation and transport infrastructure. Trucking and Surface Transportation Issues where success is found in efficient transportation portals which are supported by updated and integrated infrastructure.

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This results in well-facilitated Trade allowing Canada - U.S. to succeed and compete in the 21st century. The U.S. Department of Transportation issued final rule regarding Canadian motor carrier insurance. Collaboration between Customs & Border Protection and the Canada Border Services Agency on the Trusted Trader Programs. This initiative between the 2 Governments will feature a single application and a single online portal which facilitates membership to both programs. Since 2001, the Government of Canada, together with its provincial partners, has invested over \$4.4 Billion dollars in infrastructure at Land Border crossings. Canada's Framework emphasizes investing in the transportation systems and assets that are the most important from an International Trade perspective. These assets include our 6 busiest Land Border crossings. Our governments are working towards ensuring a strong integrated cargo security strategy that features Compatible Screening Methods for goods and cargo before they enter the U.S. or Canada. Our work in these areas will support jobs and allow the economy to recover and our countries to flourish in the global marketplace. I am reminded of an old adage, "United We Stand, Divided We Fall" which could not be more accurate in a sensitive time in our history which could be characterized by insecurity and protectionism.

"Thank you all again, for your contributions to these issues."

FIELD OPERATIONS – CUSTOMS AND BORDER PROTECTION

Thomas Winkowski, Assistant Commissioner, Office of Field Ops.

(Again provided comprehensive and excellent insight on CBP realities). A lot is happening on Land Borders - in this unique time. Stimulus provided \$420 million to CBP and \$300 million to GSA Land Port improvements. Future dollars will be difficult. CBP future budgets will be a challenge. For instance, in 2009 we trained 3,400 Officers at Glencoe and in 2010 just 200. Currently one third of CBP Field Ops Staff is funded by User Fees and Fee Revenue is down. CBP will be funded by continuing resolution to beyond the Nov. election. CBP is looking to push the Borders out. WHTI is 99 % compliant. Currently Vicinity RFID documents are used for 27% of crossings (16% on the Northern Border and 30% on the Southern Border). Using a Vicinity RFID document is 60% faster than a Passport. CBP is successfully piloting streaming Vicinity RFID traffic into a designated only lane (EDL's and PASS Cards). It is critical to get a majority of crossings using Vicinity RFID to expedite legitimate travel and thin the Border. Doing an internal economic analysis of WHTI and will share with the Can/Am BTA Task Force. ACE has been refocused to handle many challenges and meet its delivery. New radiation detection technology is being acquired. Non Intrusive Inspection capability being expanded. Described Lane Management (Ports with 3 or more lanes getting LED signs for flexible segregation directions and traffic management), Lane Integrity (streaming traffic by type of document NEXUS, Vicinity RFID and Other) initiatives. Advised the new Officer log on/off system taking only seconds will be operational in November (Editorial Comment: used to be 7 minutes per Officer change then less than 2 minutes and now seconds).

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The In Transit Pilot (Canada/US/Canada) is important to reinstate. Currently a Federal Register Notice is being prepared and Field Ops Management is fully committed to get it done. CBP has undertaken a whole new look at how they do Ports of Entry. The CBP/Can/Am BTA Task Force is participating in the discussions.

BORDER BRIEFING

Jim Phillips, President & CEO CAN/AM BTA

Illness caused House Committee on Homeland Security Staff Speaker to have to cancel. We have a rain check for next year and look forward to that presentation. Presented a summary of the formation and focus of the Can/Am BTA Task Forces with CBP and the CBSA that operates as a Sub-Committee of the Border Commercial Consultative Committee (the COAC of Canada).

VICINITY RFID NEW TYPE CARD

Kathleen McManus, Manager Public Policy, GS 1 Canada

Brad Johnson, Senior Sales Director, RFID Products, IMPINJ

Dr. Ann Cavoukin, Info. and Privacy Commissioner, Ontario

A MAJOR BREAKTHROUGH WAS UNVEILED. Described the background, need and development history of a Vicinity RFID technology that can be activated to send its signal only when the card is held in a certain place. A live actual demonstration was performed comparing it to a NEXUS card, with both sending the same data to the reader but with the new technology turning on from its perpetually off position as designed fully meeting the requirements of the Ontario Privacy Commissioner. The card demonstrated today: contains a chip that is EPC Global Certified thus meets CBP's chip requirement; a technology that meets the Privacy concerns; and upon a satisfactory completion of CBP's testing of this sample card which has just been provided to them today will mean that this technology when produced in a travel document by a legitimate issuing agency **in a manner that does not affect the chips performance**, there is no reason that that Travel document would not be WHTI compliant. **Obviously the actual new travel document to be issued will require full and final testing by CBP to receive CBP's designation as WHTI Compliant.**

Why is this of major importance. Canadians make about 70 percent of the 85 million cross-border trips or about 60 million crossings a year. Use of a Vicinity RFID chip in a WHTI compliant card reduces inspection time by 60 % and resulting wait times in line at the border into the US. Only 250,000 Canadians have NEXUS Cards and 122,000 Canadians have EDL's (in total about 375,000 or slightly more than 1% of the Canadian population use Vicinity RFID documents). The other 99% of Canadians use a Passport that is the most inefficient document for use at the US/Canada Land Border, while it is the document of choice for efficient air travel.

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The land border will continue to be “inefficient” also experience long delay wait times if Canada does not issue a **Vicinity RFID passport companion card** like the US PASSCARD that has issued 4 million + cards to date at a price that covers the card cost. Background and identity checks having already been done in order to issue the persons passport and their costs covered. The successful commercialization of the Vicinity RFID technology demonstrated today will allow a huge increase in Canadians using this efficient type of Travel Document **if PASSPORT CANADA undertakes to issue a Canadian Companion Card with its Passport.** Can/Am BTA is committed to that outcome.

NORTHERN LAND BORDER CAPITAL INVESTMENT

Chad Gilchrist, Deputy Director, CBP Field Ops. Facilities Prog.

Provided an excellent and plain talking view of current and likely future availability of funding for Northern Land Border Ports of Entry. Reiterated that the Stimulus provided two distinct and restricted funds (\$420 million for CBP owned POE’s and \$300 million for GSA owned POE’s) This insight explained that CBP owned POE’s are in the mid and western areas of the Border where the funds had to go. No one knows for sure what the next few years hold for availability of new funds but reality reflects that they will be limited. Best guess is \$80 million a year max. With the various needs and limited funding it would appear likely that a number of smaller project needs would make sense to solve rather than one big project. A very insightful description of re-engineering new projects to meet needs but be of basic and lower cost approaches. Further, projects already designed and awaiting funding are likely to be re-scoped in the same vein as the new design concept. (Editorial Note: It has been estimated the U.S. Ports of Entry need \$6 to 7 Billion to complete the upgrades, repairs and replacements).

Can/Am BTA requested CBP and GSA provide an indication of how far out was the likely year for funding of the large northern border land port projects like the new Peace Bridge or the Lewiston/Queenston US Plaza. If funding is not likely to be available for a large (several hundred million or more project) for 6, 8, 10 or more years into the future, a bridge has alternative short term investments it could make using its own funds to much enhance throughput at the current facility if it knew it had some years to benefit from these alternative investments to satisfy bond market “due diligence”. Currently since no word is available about these projects as far as a date for funding, no investment is made in interim alternatives to the big project and it becomes a lose / lose situation for commerce, the traveling public and the agencies involved. Jim Phillips will follow-up.

CUSTOMS AND BORDER PROTECTION

Commissioner Alan Bersin, Customs and Border Protection

The provocative, candid and refreshing remarks were hailed by the participants as a clear “home run.” Cited the Quadrennial Review and the need to achieve an expedited secure flow. Time to take a new look at the way we see the U.S./Canada Border, Take it to the next level. The Border needs to be seen in terms of expedited secure flow moving Goods, People, Capital, Intellectual Property and Cultures. Keeping dangerous goods and people away from the homeland means you can’t meet them at Ports of Entry on U.S. or Canadian soil. Balancing of security and facilitation is a self defeating approach. It is not a zero sum gain. Less than 1 % crossing the U.S./Canada Border are high risk that matters. We need intel and a geometric increase in Trusted Trader and Traveler Program participants to allow clear separation of lawful Trade and Traffic with segmentation of flow types by risk. Screening and determination must occur “before” reaching the physical border. Need U.S. and Canadian Governments to exchange info allowing companies and individuals to become Trusted with 2 foundations: the Info would be preserved in confidence and the benefits to those designated as Trusted must be real and meaningful. It is time to deliver expedited flow of Trusted Traders & Travelers that reduces transaction costs by a minimum of 20%. The economic competitiveness of Canada and the U.S. is critical and at stake. We do not have a choice.

Can/Am BTA offered to assist the Commissioner in a vision to work on:

Pre-clear cargo “before” the physical Border much like pre-clearance at Canadian airports for entry into the U.S.

Initiate Transit Zone with CBP and CBSA respectively monitoring loading at the source in Canada and the U.S., utilize a security seal, utilize GPS on truck to track time and route to Border (negating need for routine inspection at the physical Border) and segregate crossing the Border on a streamed Green Lane Basis.

Will brief on the our Coordinated Clearance – Point of Departure Determination process that identifies and stops problems at the source and jointly prevents dangerous goods and people from reaching U.S. or Canadian soil thus not reaching our physical perimeter.

Re-visit development of a Processing Zone where both U.S. and Canadian Customs can operate.

Challenge conventional wisdom and develop a Bi-national Command Structure for the Border. Proven models for success are NORAD, IBET’s and Ship Rider (sharing information and acting cooperatively). Coordinate technology development and implementation and investment by joint assessment.

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This is a bi-national U.S./Canada initial approach. Mexico could be added as appropriate ultimately enhancing a full North American Continent approach.

Specific points raised in the dialogue segment:

TSA should recognize NEXUS for “Streamed Access” to inspection as CATSA does in Canada;
NEXUS Hours of Operation need to be reviewed and harmonized in both directions at a Port of Entry;
Seaway Bridge should be considered seriously for co-location on the U.S. side;
Low volume “Small Ports on the land border” should be considered for one Country’s Officers clearing in both directions and or be co-located;
Customs clearance of trains (particularly Seattle-Vancouver and New York-Montreal) were highlighted as needing an alternative to having to stop at the physical border and be boarded for Inspection; (The Commissioner asked for a written proposal and Can/Am BTA agreed to provide it);
Strong concern was voiced for CBSA’s decision “to impose the user fee on the 2nd daily train” by eliminating the waiver granted during and after the Olympics.
An economic cost/benefit impact is being prepared.

ENERGY EFFICIENCY AND “GREENING” INITIATIVES

Bruce Agnew, Director, Cascadia Center, Can/Am BTA Exec. Board
Jim Miller, Executive Director, Whatcom council of Governments

Provided an extensive and educational view of the initiatives under way in the far West to be “clean, green and smart.” Specifics included: High Speed Rail in California and the North West; the I-5 –Highway 99 Green Highway (British Columbia to Baja, California); Green Ports; Described the joint Cascadia and West Coast Corridor Coalition at Stanford to recommend a plan to fully develop the Green highway after receiving 5 of the 7 discretionary Grants awarded by the Dept. of Energy in the \$110 million dollar competition. Described electrification including establishing public charging locations. Discussed the various Solar, Biodiesel and Natural Gas initiatives along the route. The West Coast Corridor Coalition is working with the I-95 Corridor Coalition to share best practices.

CANADA/US INTER-PARLIAMENTARY GROUP

Gord Brown M.P., Co-Chair, Canada-US Inter-parliamentary Group

Presented an excellent overview of the extensive IPG activities and issues. Shortly after the Can/Am BTA May conference, the IPG held its 51st Annual Meeting in New Orleans. The meeting was attended by 17 Canadian Senators and members of the House of Commons, and by 7 US Senators and members of the House of Representatives. At the annual meeting, the delegates broke into their Customary Committee Sessions after the opening Plenary meeting. Committee One focused on bilateral cooperation - North American economic security Issues.

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The main topics of discussion included Intellectual Property, Country-of-Origin Labeling, Financial Market Issues – largely in relation to the United States – and, finally, an issue that I know you care deeply about: our Common Border. The main message that I'd like to leave with you about our border discussion is that many US delegates agreed that, while Border Security is a priority, ways must be found to ensure that legitimate people and commerce can easily cross a Secure Shared Border. IPG attended: Western Governors Association; National Governors Association; PNWER; National Conference of State Legislatures; Southern Legislative Conference; Midwestern Legislative Conference; Eastern Regional Conference and Southern Governors Association to foster the Canada/U.S. relationship and have discourse on a wide array of topics. We “oppose” the apparent inclusion of Canada in the Foreign Manufacturers Legal Accountability Act being considered in the House as the problem doesn't exist with respect to Canada, This needs to be resolved and at the very least an exclusion for Canada in any final Bill passed.

VIEW FROM CONGRESS

Introduction by

Garry Douglas, President & CEO, Plattsburgh/NoCo Chamber

Garry has had the pleasure of knowing and working with Bill Owens since 1994 in both Bill's role in the private sector on up until his recent election to Congress. Garry took great pleasure in introducing Bill as a straight talking, common sense, honest man and now elected to Congress.

Congressman Bill Owens, New York

Provided an impressive “tell it like it is” view of activities and issues, He has extensive experience in the private sector doing business at the Canada-U.S. Border and in fact commented that he was Counsel for a large Company on the Border when it was an active member in Can/Am BTA. Discussed a number of issues that he is active in and Bill's that he has introduced and or that have been passed. These include: the Northern Border Counternarcotics Strategy Act (HR 4748) that passed unanimously; introducing the Small Business Tax Relief Act and the De Minimis Adjustment Act. Congressman Owens stated he believed the Canadian inclusion in the Foreign Manufacturers Legal Accountability Act that has passed just one of 3 Committees to date would be worked out and if not when it got to the Committee he would stand for an exclusion for Canada. Indicated his support of co-location of CBSA at the Seaway Bridge on the U.S. side as a solution. Congressman Owens serves on the Armed Services Committee and the House Committee on Homeland Security.

ALBERTA OVERVIEW AND OIL SANDS INSIGHT

Len Mitzel, Member Legislative Assembly, Alberta Government

Provided riveting critical facts and pictures on Alberta Oil Sands. Cited the crucial importance of separating and communicating reality from perceptions and misguided beliefs. Shifting to other sources of energy is vital but oil and gas will be central for years to come. "Technology is key" to reducing impacts of production and use. Oil Sands and individual projects are developed and operated under a comprehensive regulatory regime. Alberta's Oil Sands contain 170 billion barrels of currently recoverable oil and 315 billion barrels of potentially recoverable oil. The In-Situ process, that minimally disturbs the surface, involves 80% of the resource, currently is 45% of production and mining is 20% of the resource and currently 55% of production. In 2009 Alberta supplied 17% of imported oil, the largest supplier to the U.S. Nearly \$10 Billion was invested in Oil Sands in 2009. More than \$140 Billion in projects underway or proposed through 2012. Alberta's Oil Sands supplied to the U.S. will increase U.S. Economic Output by \$23 Billion in 2010 and will add \$11.5 Billion to the U.S. GDP. Incremental employment in 2009-2010 is estimated to be 172,000 person years. Environmental impacts must be reduced through Carbon Management and technology. The fact however is that the total green house gas emissions of the oil sands is equal to a very minor percentage of U.S. power plant emissions. It should also be noted that Oil Sand Life Cycle Green House Gas Emissions are very comparable to other current Oil being imported by the U.S. and is not the "dirty oil" it is sometimes reported to be. Facilities are required to reduce their GHG by 12% immediate term. Since 2007 Alberta's GHG has been reduced by 17 million tonnes. Alberta has created a \$2 Billion fund for large scale Carbon Capture and Storage projects. Oil Sands air quality is monitored by 15 real-time stations operating 24/7 and rated good 98% of the time. Strict limits are in place on water usage and operations recycle 80 to 95% of water used. Zero discharge policy for process affected water. 232 square miles have been disturbed, reclamation is a condition of operation and Security Bonds of \$828 Million are in place. 26 square miles have been reclaimed or are under reclamation involving the planting of 7.5 Million trees. Going forward Alberta has published: a Provincial Energy Strategy; a Responsible Action Plan and a Land-Use Framework. Oil Sands are critical to the future of both countries economic vitality and quality of life.

Alberta believes in and strongly supports regional and bi-national cooperation. Reiterated that most of Alberta's economic vibrancy is tied to the U.S. An effective Border and Transportation Corridor are key priorities.

Canada and the U.S. can "count on" Alberta.

SUMMARY REMARKS

Solomon Wong, Executive Vice President, InterVistas Consulting
Executive Board Member CAN/AM BTA

This Conference is a great combination of excellent speakers, networking and sharing of Can/Am BTA’s extensive knowledge on issues and the dynamics of the Border. At CAN/AM BTA we are quietly but effectively collectively advancing solutions that meet needs and reality for the system overall. In drawing the key themes for the session, I would like to go “back to basics” in the three key ingredients that are part of any kind of solution from this point forward. People, Process and Technologies are some of the key ingredients that make any solution viable in the borders environment. In Border Solutions however, this becomes even more complicated with other areas. Commissioner Bersin spoke eloquently about: Culture, Geography, History and.....last but not least – Funding! Jane Holl Lute talked about the Quadrennial Homeland Security Review last year that is to-date the most extensive social media engagement tool in our world of Border Security and Management. In spite of initial skepticism, vicinity RFID has proven its worth to be a valuable solution – as Tom Winkowski described it – the ability to read in advance. Processes are the core of how technologies are used. The analogy of saving a couple of seconds for rapid computer logon are micro examples that have major major benefits. Cargo Preclearance is touted as a solution – from Gord Brown and others in the Interparliamentary Group. Can we take some inspiration from Air Preclearance that was founded in 1952 when American Airlines went to bat for this capability? People is where the rubber hits the road. To close I will round the corner on the subject of “technology.” At the CAN/AM BTA Board, we are very interested in fostering a dialogue. To this end the Board decided Sunday night to implement some of this through LinkedIn. Like a flick of a switch, the CAN/AM BTA group went from Zero members to 40 in no time – and will be a method for you to keep in touch with your fellow colleagues at this and future events.

Recognized / complimented / thanked the impressive group of Speakers and attendees who participated in this Conference.

Jim Phillips, President & CEO
canambta@aol.com

Future” Can/Am BTA Conferences:

<u>Corridors, Gateways& Economies</u>	Sarnia, Ontario	Oct. 17-19, 2010
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