

**CAN/AM BORDER TRADE ALLIANCE
APRIL 30-MAY 2, 2006 OTTAWA CONFERENCE SUMMARY
HIGHLIGHTS**

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

Future Can/Am BTA Conferences	Edmonton, AB (with PNWER) July 16-20, 2006
	Washington, D.C. Sept. 10-12, 2006
<u>Corridors, Gateways & Economies</u>	Bellingham, WA Nov. 12-14, 2006
	Ottawa, Ontario Apr.29-May 1, 2007

The highlight event of the Conference was the Reception at the US Ambassador's Residence, especially the kind hospitality of David Wilkins and his lovely wife Susan.

Speakers excerpts acknowledging CAN/AM BTA's leadership role

(Hon. John Manley, former Deputy Prime Minister Can/Am BTA Sr. Adv. Board,)
"The Can/Am Border Trade Alliance is vitally important for its practical solutions."

(Hon. Stockwell Day P.C., M.P., Minister for Public Safety)
"The Can/Am Border Trade Alliance is critical in the work to achieve both Security and Economic Prosperity." "I want to thank Can/Am BTA for its long history of very successful work with both the Canadian and US Governments."

(Hon. Lawrence Cannon P.C., M.P., Minister of Transport)
"I appreciate what Can/Am BTA and its key players do and have achieved."

(Ambassador David Wilkins, United States Embassy)
"The Can/Am Border Trade Alliance has and continues to build bridges of understanding."

(Senator Jerry Grafstein, Co-Chair Canada/US Interparliamentary Group)
"The Can/Am Border Trade Alliance is the key organized Bi-national Region Economic driver."

(Stephen Rigby, Security Advisor to the Prime Minister)
"The Canadian/American Border Trade Alliance is helping to prioritize SPP initiatives to achieve systematic and sequential improvements."

(Drew Fagan, Director General Economic Policy Bureau, Foreign Affairs)
"Can/Am Border Trade Alliance's importance / visibility is evident by the number of Ministers that speak at your Conference."

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CONFERENCE SPEAKERS AND THEIR MESSAGE

Hon. John Manley, Can/Am BTA Sr, Adv. Board, former Dep. Prime Minister

Now is a great opportunity for our issues. We had a very productive period of time with Tom Ridge involving mutual respect, trust and understanding of the Border. The "softwood settlement" takes a major high profile negative off the table. We must seize the opportunity with the improvement in relations to forward initiatives that make the border "work better" for Economic and Public Security under the able leadership of Minister Day. The Western Hemisphere Travel Initiative is about "how." The final resolution will be manageable. "Now is the window of opportunity" to advance our "**What's Best For The Border**" initiatives. It is an optimistic and hopeful opportunity.

Bob Frazier, Can/Am BTA Executive Board Chair, VP Western Wash. Univ.

Welcomed attendees on behalf of CAN/AM BTA. Government needs to restore the peoples' confidence. Softwood agreement - why did it take so long? "Get on with things." "Talk Straight." It is time we all get together to think our way through problems to implement optimum solutions. Canada is the best friend of the US and vice versa. Border impediments must be abolished. Think Perimeter Security with a US/Canada internal border as seamless as possible at the shared 49th parallel.

CANADA/US COOPERATION ON SMART BORDER AND SECURITY

Hon. Stockwell Day P.C., M.P., Minister for Public Security

Provided an impressive insight into the direction that is being undertaken. Stated we face a very important opportunity. John Manley served the Country very well. A new Government in Canada is in place for a renewed relationship with the US. The Throne Speech stated "US/Americans are Canada's best friends." It is important that we can disagree but not be disagreeable. There are issues we need to talk about to implement effective solutions. WHTI needs to be focused. Secretary Chertoff and Minister Day have been charged to look at "How" so as not to hurt prosperity or discourage travel. Alternative documents will be developed. Discussed NEXUS and FAST developments that will enhance benefits from participation resulting in increased enrollment. Advised Canadian Border Officers are to be armed. The bottom line, we must develop a strong but productive border "together" by understanding the realities and implementing solutions.

INTEGRATED BORDER ENFORCEMENT TEAMS (IBET'S)

Sgt. Steve Cummins, RCMP, Hank Connel, Ass't. Attache, Immigration & Customs Enforcement, DHS

Provided excellent insight of IBET's comprised of 5 Canada/US Federal Agencies plus State, Provincial and Local Governments. The purpose is to "take the Border

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away from the bad guys who deal in narcotics, human smuggling and weapons.” The intent is to enhance the flow of legal crossing while protecting both Countries from illegal activity. The keys are Communication and Intelligence. Priorities are: National Security; Organized Crime; Other Border Related Criminality. IBET’s work with the Cross Border Crime Forum and North Star. Organized in 15 Regions spanning the entire Canada/US border with 4 co-located Intelligence Centers, using a “bottom up” approach. Joint Management Team decides targets and priorities.

TRANSPORTATION

STRATEGIC DIRECTION OF CANADIAN TRANSPORT POLICY

Hon. Lawrence Cannon P.C., M.P., Minister of Transport

Presented a comprehensive insight into the challenge to make Canadian Transportation serve Canada well in a Global Economy. Canada bi-lateral activity with the US grew at an average 6% annually over the last 10 years. Getting security “right” serves economic activity. The new Government is committed to insure that the border works efficiently. Transportation is “key” to quality of life. Top 5 priorities will receive fiscal support, since a vibrant economy needs strong effective transportation. The style of the Government is to focus on a short list, set priorities and fund efforts to achieve each objective. Border Crossings are a top priority, Bill “C 3” strengthening International Bridges and Tunnels, / Infrastructure Investment in highway access to border crossings / National Highway System including border approaches / support Multi-Modal (highway-rail-marine-short sea, where it makes sense). Insure Canadian rail is efficient and reliable. Cited bi-national approach with the CN yard in Memphis, TN related to the new Prince Rupert, B.C. port as part of the Pacific Gateway. Urged Canada/US cooperation so containers did not have to be re-screened at the 49th parallel internal border. In closing, cited the very effective long standing relationship between Transport Canada and Can/Am BTA. Stated his intent to continue to work with Can/Am BTA.

CUSTOMS INTERNATIONAL HARMONIZATION AND STANDARDIZATION

Bill Nolle, International Trade Manager, US Customs & Border Protection
Mike Leahy, Project Manager, ACI Highway/Rail, Canada Border
Ser.Agency
Steve Chapman, Manager, OGD Single Window, Canada Border Ser. Agency

Provided excellent overview into the ongoing cooperative efforts to harmonize US/Canada commercial processes. Described the Joint Working Group initiative on the US Automated Commercial Environment (ACE) system and the forthcoming Canadian Automated Commercial Information (ACI) system.

Discussed the WCO harmonization initiatives and the alignment of data sets.

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THE AMERICAN PERSPECTIVE

Ambassador David Wilkins, United States Embassy

Provided a very clear and effective statement of the total new tone of US/Canada relations with positive momentum begun on a number of topics: (Terrorism; Avian Flu; WHTI and Climate Change). All are areas of activity. Placing blame has stopped. Solving the softwood lumber issue shows the strength of our US/Canadian relationship. Leadership matters. Members of Congress, the White House and the Administration are visiting Canada. Regarding WHTI: it is the law; only Congress can delay or rescind it; therefore, we must find a way to use it for good as no one in Washington wants to impede Travel or Trade; input from both Canada and the US is being heard. NORAD signifies the true partnership of our two countries. Cited President Bush's recent statement that "There is none more important than the US relationship with Canada. It must never be taken for granted."

CANADA-UNITED STATES SMART BORDER DISCUSSION

SECURITY AND PROSPERITY PARTNERSHIP IN NORTH AMERICA

Stephen Rigby, Security Advisor to the Prime Minister

In depth presentation of Smart Border, SPP, Land Pre-clearance pilots and WHTI. Border Declaration is the means to modernize border operations and push the border out. Have "the one check done off shore" so internal movement is enhanced. We need a highly streamlined internal border to compete globally with China, India, Brazil as domestically produced goods cross the shared border "many times" while foreign made goods only cross "once." Today's threat environment is very complex. We must be prepared to respond "within country as well as externally." SPP has 300 initiatives involving 14 Canadian Agencies and Departments (100 pertaining to Security). 5 have been designated with a principle priority: Avian Flu, Emergency Management (incident response, infrastructure protection); Smart and Secure Borders (risk management approach / compatible electronic communication, secure documents for cross-border travel); Single Integrated Trusted Traveller System; and an incident recovery plan to efficiently with speed return to normal operations. Land Pre-clearance's two pilot programs will have significant benefits. The election slowed down negotiations, although dialogue continued. Ministerial agreement will be gotten to proceed to final negotiation on several difficult issues. WHTI, if done "wrong" will have a very "negative impact." Involved in determining the best way to implement WHTI.

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CANADA BORDER SERVICES AGENCY (CBSA)Alain Jolicoeur, President, Canada Border Services Agency**“International Focus and Initiatives”**

Interesting presentation of CBSA's work with Customs Organizations worldwide. Relative to the US, CBSA = CBP plus ICE minus Border Patrol. CBSA deals with multiple border strategies on both bi-lateral and multi-lateral levels. Stated “key is to push the borders out” to deal with cargo and people “before” they reach Canada's shores (prior to departure, in-transit and upon arrival) including radiation measures of all containers (performed without delay). CBSA for the past 6 years is performing offshore interdiction of people (45 Officers in 39 locations prevented over 40,000 people from traveling to Canada or about 70% of interceptions). Participating in PNR with US and EU, issuing 30 to 80 “no load” orders a day on maritime shipments under CSI. ACI highway is a top priority. CBSA working on WCO framework standards / capability building. CBSA is WCO vice-chair for the Americas. SPP is very important (CBSA has 100 of the 300 initiatives with the lead on 50 of those). Other priorities are: NEXUS AIR, Document Integrity, breadth of standards, NEXUS Land and integrated enrollments. Scheduled to report progress to Minister Day and Secretary Chertoff, in early June.

Interactive Dialogue Session**Renate Jalbert, Managing Director Regulatory Affairs, FEDEX Canada**

Presented in-depth discussion of the dilemmas of ACI (the benefits and the concerns of trucks held at the border, if critical data elements are “missing or not sent one hour prior to arrival”). Involves mandatory EDI carrier links to Customs. Air mode has special conditions i.e. load factors and limits. Weather and winds determine fuel load that impacts cargo load allowed. ACI involves significant investment in (technology, planning, operational execution and compliance management) to achieve risk management. Issues include: first point of arrival; AMPS and CBP screening of in-transit goods bound for Canada. Businesses that deliver a high degree of security at their cost should receive tangible benefits for their shipments.

Kin Choi, Director General, Major Project Design & Development, CBSA
Caron Wilson, Director, Commercial Projects Division, CBSA,
Mike Feniak, Director Travellers Programs, CBSA

Conducted a very informative and innovative “Interactive Session” with Conference attendees. Rules for the session were: that all problems; issues; concerns; ideas; recommendations articulated to the panel were noted. The panel was not expected to respond to “all items” posed but did answer where possible or appropriate.

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Kin Choi commented on Major Projects advising that: CBSA works very closely with its CBP counterparts; a lot has been accomplished and a lot remains to be done; need to focus as there is a large appetite to get things done. Discussed: NEXUS; API/PNR; NEXUS AIR; ACI Highway E Manifest a top priority; supply chain aspects; cargo data and the SPP related broad array of projects.

Assuming NEXUS AIR is funded in the budget being released tomorrow what is the roll-out timetable?

Response: NEXUS AIR is intended to be rolled out to the major Canadian Airports with US pre-clearance. That undertaking is expected to take approximately 24 months to complete.

Aware of a number of instances where CBSA's personnel and approaches are "not" consistent. What is being done to improve consistency of decisions and interfaces?

Response: CBSA's policy and intent is to be consistent with training undertaken to achieve this objective. Understanding that individuals differ and can vary. It is CBSA's policy that all individuals adhere to stated standard operating procedures.

Public awareness of NEXUS is not high. What is planned to correct this?

Response: A better job of education and marketing is needed. NEXUS solves WHTI for those individuals who are enrolled.

Follow-up to the response - It was suggested that CBSA write letter to license plate owners with multiple crossings to describe NEXUS, its benefits and provide an Application Form for them to voluntarily enroll and become a participant.

When will NEXUS have one card for all modes?

Response: That is the intent. It is being worked on.

When will NEXUS have "one card" for all Ports?

Response: That is the intent. It is being worked on.

What are plans to increase FAST volumes?

Response: ACI highway is a top priority. We have a lot of work ahead of us to implement effective improvements to deliver benefits to participants.

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BIO TERRORISM FOOD INITIATIVES

Sharon Flack, Sr. Bi-lateral Relations Officer, Canadian Food Inspect. Agency
“Update on Implementation of the US Bioterrorism Act”

FDA has 3 Rules:

Facility Registration – All facilities holding or processing food for the US. All foreign facilities need a US Agent. (some exemptions i.e. farms, fishing vessels, restaurants)

Prior Notice of Imports – all food and feed to US including samples (2 hours road, 4 hours rail, 8 hours marine and no sooner than 5 days before arrival) (exemptions beef, pork, poultry and shell egg under USDA plus homemade food as personal gifts).

Record Keeping – Foreign persons that transport food in the US must maintain records on origin and identity of food inputs and also where product was sent.

Presented a very knowledgeable review of current FDA compliance guidelines, types of violations, enforcement and enforcement discretion. Stated current concerns for immediate future: computer system harmonization (FDA/CBP); compliance guidelines are reflected in final rule and incorporate approaches such as FAST/C-TPAT.

ONTARIO BORDER CROSSINGS WITH MICHIGAN AND NEW YORK

Stan Korosec, Vice President Operations, Blue Water Bridge

Ron Rienas, General Manager, Peace Bridge

Rick Saaltink, General Manager, Seaway INTERNATIONAL Bridge

**Tom Garlock, General Manager, Niagara Falls Bridge Commission and
President of the Bridge and Tunnel Operators**

Collectively presented an excellent overview of the extensive improvements made at the crossings under their responsibility.

The Blue Water Bridge, the “number 2” volume truck US/Canada crossing, is undertaking a \$100 million Canadian Plaza Construction project to have 24 primary booths (8 truck, 8 passenger car and 8 dual use hi/lo). The approach road is being widened to 4 lanes. Booths into the US are being converted to “dual use hi/lo.”

Shared impressive Power Point slides of the Peace Bridge projects underway. The US plaza has been re-configured to increase capacity of truck processing by 75% (7 truck booths from 4). 5 are now dual use hi/lo. Duty Free relocated. Two NEXUS booths operational (one dedicated and one convertible for dual use). Booths must be staffed!!!!!! The Canadian Plaza is under total reconstruction to be operational by Nov. 2006 (relocating the car primaries, the queuing capacity in

the plaza has been "tripled" to eliminate cars interfering with truck egress off the span)

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The Seaway Bridge crossing is 3 ½ miles long with the North Channel high level bridge being 1 mile long. This crossing experiences the "same truck" crossing 4/5 times a day, many running empty one way. GSA has a \$20 million Border Inspection Station project that is moving quickly, construction is to start this summer. NY State Dept. of Transportation connecting US side to Highway 37.

The Rainbow Bridge completed an \$80 million plaza project in 2000 but the 15 lanes constructed have "never" all been staffed by CBSA at critical peak periods. The widening of 405 approaching the Lewiston Queenston Bridge and construction of the 5th roadway lane on the bridge, dedicated to FAST trucks, projects have been completed. The Whirlpool Bridge is wholly dedicated to NEXUS participants and "never has a wait time or delay."

Deep concern was expressed for CBSA's need to manage the border on behalf of the users to solve the "walk offs" resulting in "no primaries" being manned. Common sense, civility and courtesy are welcome.

SUMMARY REMARKS

Allan Cocksedge, Can/Am BTA Executive Board
General Manager Ottawa, Global Public Affairs,former ADM Canada
Customs

Reiterated the "key points" made by the speakers. Presented 3 excellent conclusions:

- 1) A lot of initiatives have been signed, however not prioritized by importance. There is a major disconnect between implementation and funding;
- 2) Major discontinuity affected by political change, turnover of government officials and bureaucratic attitudes. Frankly members of the audience have more knowledge of the issues, files to date, the needed solutions and the order in which they should become reality.
- 3) Aggressive advocacy and involvement by stakeholders are needed to make things work!

Can/Am Border Trade Alliance has an effective Agenda that makes a difference!
Thanked all of our Speakers and Sponsors for making this Conference such a great success!

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TRADE CORRIDOR-BORDER GATEWAYS
and BI-NATIONAL REGIONAL ECONOMIESSenator Jerry Grafstein, Co-Chair Canada/US Inter-parliamentary Group

Described the interaction with US counterparts and the activities of the Canada/US Inter-parliamentary Group including its upcoming meeting in Charleston, South Carolina. The Group alternates its annual meetings between Canada and the US.

Impressive and insightful articulation of the importance of our Bi-national Regional Economies, citing the words of Jane Jacobs that “cities are the engines of economies” as a foundation. He strongly stated that “Regions are now a much larger force” with synergies within each recognized and built upon. Security and economic activity are both needed. One must not be gained at the expense of the other! **Canada and the US must successfully compete in the Global Economy.** Key ingredients are dynamism and creativity. Integration, harmonization, cooperation and removal of barriers (Canada/US, Province to Province, State to State, Province to State) are all key factors. We have a knowledge based economy, joined in many ways as one. While respecting separate Nation status / sovereignty, we must connect the dots, share best practices and cooperate to win!

The afternoon program was led by the Co-Chairs and Advisors of the Can/Am BTA Trade Corridors, Border Gateways and Bi-national Regional Economies Council (composed of about 70 members Border-Wide from the US and Canada) representing the TC, BG and BRE Organizations (building on the October 2005 Winnipeg Conference).

Garry Douglas, Plattsburgh, New York, Co-chair

Bruce Agnew, Seattle, Washington, Co-chair

Greg Dandewich, Winnipeg, Manitoba, Co-chair

Pat Whalen, Buffalo, New York, Co-chair

Jim Phillips, Co-chair

Hugh Conroy & Melissa Miller, Bellingham, WA, Advisors

Walter Steeves, New Brunswick, Canada, Advisor

Provided an in-depth overview of the Agenda, including Speakers participation in the initial part of the meeting with discussion and action items.

THE IMPORTANCE OF BI-NATIONAL REGIONAL ECONOMIES

Drew Fagan, Director General Economic Policy Bureau, Foreign Affairs

Provided excellent insight and perspective. Noted the relative economic size i.e Russia and New Jersey have equal size economies - Canada's economy equals

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Texas - France's economy equals California. 100 years ago between the US and Canada trading of "goods" was highly controlled while there was "Free Trade" of "people." Today we enjoy Free Trade in goods / highly controlled trade of People.

Regional ties count. Continental ties count. Must remember that key architecture is Corporate driven (i.e., North American Auto Pact). Canadian based activity is a part of the Continental economy with 40% of GDP going to the US. There are 30 million US citizens plus 30 million Canadian citizens living within 100 miles of the shared US/Canada internal land border.

Maritime trade involves shortest point to point (China to Prince Rupert, B.C. to rail to US market locations).

Key focus points made: Offshore lumber imports to the US increased 780% while the US and Canada were disconnected; sovereignty is guarded jealously. Together we must focus on "concrete" benefits. In closing, cited General Dwight D. Eisenhower, "if you can't fix a problem, make it bigger together."

QUEBEC-NEW BRUNSWICK TO FLORIDA I-95 COALITION ACTIVITIES

Marygrace Parker, Freight Program Coordinator, I-95 Corridor

Provided a unique in-depth view of a major Trade Corridor operation. A successful Corridor is about coordination, with communication and execution. The I-95 Corridor was originally funded by ISTEA plus each subsequent program. The I-95 Vision is safe, efficient, seamless travel. The Coalition is comprised of the Departments of Transportation of 13 states (whose collective GDP is 3.95 Trillion dollars). The Provinces of Quebec and New Brunswick are now also members. I-95's annual budget is \$7 billion with a "multi-modal" focus as the organization connects with 21 ports. On I-95 annually 565 million long distance trips of 200 miles each or more occur. I-95 carries 5.3 Billion tons of freight. The focus, concern and attention to providing solutions is arrowed at Physical, Operational and Institutional "CHOKE POINTS."

(Marygrace Parker represents one of the twenty-one Trade Corridors who are active members of the Can/Am BTA Council. We thank her for sharing her talents and expertise.)

WESTERN HEMISPHERE TRAVEL INITIATIVE

Garry Douglas, Council Co-chair, Pres. & CEO, Plattsburgh Cham./Que/NY Corr.

Tyranny is a bad law. Recognized the reality of fixing an enacted law is very

difficult. We have an enormous task ahead of us to insure that WHTI's ultimate form is right. Whatever is done must not negatively impact travel of low-risk people or affect their perception to decide "not to travel." There are 3 tracks of involvement: Watch the official process carefully as it develops and engage;

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educate Congress to muster attention to fix; and Diplomatic involvement by Canada to have input in shaping/affecting the final form (this new Government has a fresh opportunity! It has been invited to participate in the deliberations for development).

Ken Oplinger, President & CEO, Bellingham/Whatcom, WA Chamber

Discussed the initiative of educating Congress. Working on a delayed 18 months track by introducing a rider on an Appropriation or other Bill. Preparation of a proper Economic Impact Study. Continue to urge review of the development REAL ID drivers license law with reciprocity with Canada.

Jim Phillips, Co-chair

Provided update on the exciting critical improvements coming for NEXUS and AIR NEXUS where membership results in WHTI being a non event for participants as of January 1, 2008.

Provided the status on WHITI including the initiatives of numerous groups allied with Can/Am BTA who are active on every track (from working to have WHTI rescinded or delayed to those who believe if done right WHTI will deliver true economic security through almost seamless travel at the border for all "known" low-risk individuals).

Bruce Agnew, Co-chair

Provided details and excellent overview of the planned Conference Agenda for the Trade Corridors, Border Gateways and Bi-national Regional Economies with work session November 12-14, 2006 in Bellingham, Washington. The Conference will include a bus tour of the four (Western Washington/British Columbia) Land Ports of Entry.

Garry Douglas, Co-chair

Closing Remarks - Onwards and Upwards. See you next in Washington, D.C. September 10-12, 2006 at Can/Am BTA's annual Conference.

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2007

**CAN/AM BTA THANKS THE SPEAKERS and PARTICIPANTS FOR
MAKING**

THIS A MOST EFFECTIVE AND SUCCESSFUL CONFERENCE

Jim Phillips, President & CEO

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