

**CAN/AM BORDER TRADE ALLIANCE**  
**MAY 5 - 7, 2019 OTTAWA CONFERENCE**



**SUMMARY HIGHLIGHTS**

**25<sup>TH</sup> CONSECUTIVE YEAR OF THIS CONFERENCE**

Can/Am BTA is an organization with far-reaching beneficial impact on the important issues of Border Management, Trade, Business and Travel between

**The World's 2 Largest Trading Partners: Canada/United States.**

"MUST INSURE EXPEDITED SECURE FLOW AT THE US/CANADA BORDER."

**Future Can/Am BTA Conferences:**

Saskatoon, SASK(w/PNWER)	July 21-25,	2019
Washington, D.C.	Oct. 6-8,	2019
Ottawa, Ontario	May 3-5	2020

**Conference Highlights:**

**Excellent Speakers provided provocative insights plus areas of concern including planned present and future actions.**

**Reception held at the new Canadian Senate Building**

**Hosted by Members of Parliament and the Senate.**

**It was an honor and much appreciated.**

**Speakers acknowledged Can/Am BTA's leadership role:**

**Karen McCrimmon, M.P., Parliamentary Secretary to Minister of Public Safety**

"Thanked Can/Am BTA for the great work it does every day to keep us moving forward and for bringing us together at this important conference."

**President John Ossowski, Canada Border Services Agency**

"Can/Am BTA provides great service enhancing the shared Canada-U.S. Border "

**Richard Mills Jr., Deputy Chief of Mission U.S. Embassy**

"Can/Am BTA's experience, knowledge, and dedication is legendary."

**Peter Hill, Vice President Commercial and Trade, CBSA**

"Can/Am BTA is engaged in meaningful management of the Border dialogue."

**Wayne Easter, M.P., Co-Chair CANADA/US INTER-PARLIAMENTARY GROUP**

"Recognized Can/Am BTA for the long-standing effective relationship we share and for its good work strengthening the Canada-U.S, bilateral relationship."

**CAN/AM BORDER TRADE ALLIANCE CONFERENCE SUMMARY MAY 2019**

**CONFERENCE SPEAKERS AND THEIR MESSAGES**

Can/Am BTA again put together a program for this Conference with noted speakers discussing issues and efforts that are timely, relevant, and truly matter.

**Welcome to the CAN/AM BTA 2019 Ottawa Conference!**

**INTRODUCTORY REMARKS**

**Robin L. Brown, Government Affairs, Ingredion**  
**Executive Board CAN/AM BORDER TRADE ALLIANCE**

Good morning everyone. On behalf of the CAN/AM BTA Board, I'd like to welcome you all and say how very excited we are that you've joined us. CAN/AM BTA is about trusted partners, relationships and connections: trust between administrations; trust between transport sectors and border agencies and trust between global clients. It is vital to have these trusted partnerships in order for global businesses to grow. And this year's conference theme, "The Canadian/US Border – A Unified Focus" provides the support needed to help increase these trusted partnerships while delivering focused information and updates on the current state of the business. A special thank you to all our sponsors whose support has allowed us to grow over the years

**PUBLIC SAFETY CANADA**

**Karen McCrimmon, M.P., Parliamentary Secretary, Public Safety**

Our friendship is built on a solid foundation of common values, common goals and deep connections. We recognize the importance of a secure and efficient border to our shared safety and economic prosperity. Our economies are integrated in virtually every sector. Security and prosperity go hand in hand. Our governments continue to work together to put in place initiatives that benefit both of our countries. One such transformative initiative is preclearance, more specifically expanding it to all modes of travel for passengers and introducing preclearance operations for cargo. We expect to ratify the Preclearance Agreement this summer. It's a very good example of the importance of risk management at the border. Work is also underway on establishing cargo preclearance, where it is operationally and economically feasible. The passage into law of entry-exit legislation and ongoing progress on preclearance are important achievements.

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**VIEW FROM THE BRIDGES AND TUNNEL**

**Ken Bieger, General Manager, Niagara Falls Bridge Commission**

**Carolyn Brown, CEO, Windsor Detroit Border Link**

**Natalie Kinloch, Chief Executive Officer, Federal Bridge Corp.**

**Stan Korosec, Can. Gov't. Relations, Canadian Transit Company**

**Ron Rienas, General Manager, Peace Bridge**

Provided excellent insightful perspectives at the border. Shared views and description of all of the bridges and tunnel and the capital investments being made and the resulting improvements in border flow as a result. Provided chart of the traffic volume decline trend. Described technology improvements: Radio Frequency Identity (RFID) installation; toll upgrades; preclearance initiatives; implementation of Trusted Trader Corridor; video of dramatic events that occur. Held a very informative panel discussion on the realities they face: rapid development of facial recognition technology and implementation of Perimeter Clearance require adaptability to fit into existing and planned facilities; volatile and dynamic new patterns being experienced; traffic volume count down affecting toll collection to finance bridge operations while cargo value and number of transactions steadily have increased.

**CANADA/U.S. BORDER UPDATE**

**Jim Phillips, President & CEO, Can/Am Border Trade Alliance**

**Pat Whalen, Executive Vice President, Can/Am Border Trade Alliance**

Described current developments and testing of: facial recognition biometrics at airports and land border at plaza speed of vehicles; entry/exit; CBP rolling stop truck inspection doubling throughput; CBSA Trusted Trader Corridor Truck Inspection; Pre Arrival Readiness Evaluation (PARE) pre-inspection process providing major processing efficiency with planned next steps to result in Red Light/Green Light CBP release processing capability. Described involvement in and full commitment to the Beyond Preclearance Vision that will result in a sea change in the shared Canada/U.S. Border processing and fluidity with major positive cost reduction benefits. Provided a view of and insight into the Rail Preclearance vision for Niagara Falls Ontario/New York Passenger Train Inspection. Described the formation of a comprehensive Work Group evaluating the approach were CBSA to utilize the state-of-the-art CBP processing facilities in the new Niagara Falls, NY train station upon issuance of the Preclearance Treaty Regulations.

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**CANADA/U.S. INTER-PARLIAMENTARY GROUP**

**Wayne Easter, M.P., Co-Chair**

**Brian Masse, M.P., Vice-Chair**

Shared what the Canadian Section of the Canada-U.S. Inter-Parliamentary Group is doing on behalf of Canadians focusing on: the relationship with the U.S.; the border; job creation; and the primary attention to bilateral trade especially the ratification of Canada/U.S./Mexico. Numerous interaction with U.S. counterparts provide insights in areas of friction requiring mutually beneficial solutions, and in areas of cooperation where we can work together more closely for added benefit. Meetings and discussions held in 2018 and planned in 2019 include: all of the Council of State Governments' Regional meetings; Council of State Governments' Annual National Meeting (50 States); National Governors' Association; New England Governors and Eastern Canadian Premiers; National Conference of State Legislators; Congressional Visits in Washington and Ottawa with members of the House and Senate. Issues at the various discussions included: cooperation in a range of natural resources; Cyber Security; and Trade and regulatory cooperation between our two countries for joint economic prosperity.

**TRANSPORTATION**

**Michael Keenan, Deputy Minister, Transport Canada**

Provided a very articulate and comprehensive: Overview of Canada's Transportation Network; Cross Border Trade and Travel; Development of the Future of Transportation in Canada; Transportation 2030; Transport Canada's Trade and Transportation Corridors Initiative; Trade and Transportation Information System; National Trade Corridors Fund; and Transportation Innovation Initiatives. Transportation is critical to economic vitality and growth. An efficient and integrated transportation system is vital to economy and social well-being. Transportation 2030 outlines a Strategic Plan. The Information System is a \$50 Million investment to provide quality and timely data. National Trade Corridor is a \$2 Billion investment in reliability and efficiency of corridors (39 specific projects announced). Transportation Innovation is a \$50 Million investment to foster Remotely Piloted Aerial systems and Connected Vehicles and Automated Vehicles (CV/AVs)

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UNITED STATES EMBASSY

Richard Mills Jr., Deputy Chief of Mission, U.S. Embassy

Stakeholders, government officials, and people from all walks of life tell me how an efficient and secure U.S./Canada border is vital for both our countries. The flow of legitimate trade and travelers is not an abstract concept to you; it is how you make a living. The U.S. and Canada have a long-standing massive relationship. **There is no deeper or more comprehensive commercial relationship between two countries than the United States and Canada.** The USMCA brings more certainty to trade between Canada, the United States, and Mexico. It is a complete overhaul of the North American Free Trade Agreement. **The USMCA will ensure that North America as a whole remains the world's economic powerhouse.** We will continue to focus our efforts on ensuring the free flow of legitimate trade and travel. When it comes to border security, we strive to identify potential threats before they approach the border at the earliest point in the supply chain. We recognize the security of our mutual border as a top priority utilizing: preclearance of people and goods; coordinated entry/exit information sharing system to counter transnational crime and potential security threats. The Regulatory Cooperation Council (RCC) has the full support of both governments and is fundamentally a deregulatory exercise. **Entrepreneurs and companies in the U.S. and Canada do not just trade goods and services to each other: they innovate, create, and design the next generation of technology as well.**

U.S. - MEXICO - CANADA (USMCA) AGREEMENT

Dan Ujcz, Attorney, Trade Lawyer, Dickinson Wright PLLC

Provided an excellent and comprehensive understanding of the dynamic and wide-ranging trade agreements being negotiated or in play: USMCA; Section 232 Steel and Aluminum; Section 301 (China); Section 232 Autos; Japan and EU. China Deal Topics and Targets: Forced Technology Transfer; Intellectual Property; Non-Tariff Barriers; Currency Manipulation; and Subsidies. USMCA: April 18, 2019 ITC Report Labor Reform in Mexico (April) Labor Enforcement; Pharma; Environment. EU and Japan: Japan discussions?; EU?; Retaliation?; Brexit? USMCA priority #1 Close the back door to China through Mexico and Canada and Priority #2 Rebalance trade with Mexico.

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**PRE-CLEARANCE STATUS OF REGULATIONS**

**Mark Potter, Director General Strategic, Public Safety Canada**

As requested, a very excellent, specific, and clear presentation was given updating Preclearance Implementation and Canadian Regulations development. Benefits of Preclearance are: expedited transiting of borders; move processing away from congested border crossings; increased efficiencies of logistics, just-in-time manufacturing and storage; addresses security threats at point of departure; and will now satisfy strong market demand for expansion to all modes to facilitate growing trade and travel activity. New legal framework is fully reciprocal; addresses criminal liability; permits co-location border processing at small and remote Ports; and provides opportunity to expand passenger and cargo Preclearance Ports. Regulatory ratification finalized summer 2019. Next steps is to expand Preclearance to all modes for passenger and cargo to improve efficiency of the Canada-U.S. border.

**TRACK AND TRACE BATTLEING ILLICIT OPIOIDS, FENTANYL AND COUNTERFEIT MEDICINES FROM REACHING OUR BORDER**

**Alicia Duval, Senior Vice President, GS 1 Canada**  
**Libby Baney, Partner, Faegre Baker Daniels LLP**

GS 1 is a neutral user-driven not-for-profit company developing global standards used in 150 countries by **1.5 million companies with over 6 billion GS 1 barcodes scanned every day**. Border declaration and clearance processes are key components to global product traceability (manufacturer, product, size of package). Digital track and trace objective is to be 100% connected. Not there yet, but we are gaining on it. Automation through global barcode scanning generating accurate and timely data. Online selling and shopping is exploding. Critical need to track and trace Cannabis seed to sale and is essential to identify and control **ILLICIT OPIOIDS, FENTANYL AND COUNTERFEIT MEDICINES from reaching our border**. This is a strategic issue and of great risk to our citizens. A policy that drives the issue from the production lines is needed. The U.S. FDA has issued such a policy that a bar code shall be put on.

**CANADA BORDER SERVICES AGENCY**

**Peter Hill, Vice President, Commercial and Trade**  
**Fred Gaspar, Director General, Commercial Programs Directorate**

The border is key to Canadian economic prosperity and depends on input from stakeholders.

## **CAN/AM BORDER TRADE ALLIANCE CONFERENCE SUMMARY MAY 2019**

CBSA is heavily engaged in: supply chain development and improvement; internet; dynamic growth of eCommerce; technology development; World Customs Organization (WCO) activities. Excellent cooperation with and by U.S. Customs and Border Protection. CBSA has reorganized into 3 Customs Business Lines (Commerce and Trade, Travellers, and Enforcement) in order to have a sustained level of focused attention and an improved allocation and placement of resources. Objective is efficient speed, consistency, and predictability. Border management is a dynamic environment. CBSA looks to Can/Am BTA to advise what's coming, what's developing, and what is needed. CBSA is developing effective commercial results transforming its operations with safety and security objectives. Desire is to provide "one stop shopping" to support border users. CBSA needs to be agile to meet needs.

### **VIEW FROM RAIL**

**Mike Tamilia, Senior Manager Customs, CN**

**Allan Schepens, Senior Manager Border Strategy, Canadian Pacific**

Provided a smart border management view from rail. Rail Transborder Business is highly automated with an EDI process integrated with Border Agencies. Intermodal trains operate hub-to-hub on fixed guidrails through fixed border gateways requiring specialized heavy equipment for container handling. RFID technology updates inventory, shipments, and train movements across the rail network. CBP/APHIS cargo rejections should have inspections pushed back to arrival Canadian Port. Rail re-manifest process is manual using paper and needs to be converted to electronic automation. CBSA/CBP rail preclearance pilot jointly cooperating using CBP Large Imaging System equipment vets or examines shipments entering Canada in the U.S. CBP is developing full automation of rail exporting for early problem resolution to be managed away from the actual border. CBP has the ability to target and hold shipments prior to train loading. Should be coordinated with U.S. to Canada Rail Preclearance Pilot.

### **VIEW FROM AIR AND AIRPORTS & BEYOND PRECLEARANCE**

**Gerry Bruno, Vice President, Vancouver Airport Authority**

**Daniel Gooch, President, Canadian Airports Council**

**Cathy Munroe, Executive Consultant, InterVistas Consulting**

**Denis Vinette Vice President Travellers, Canada Border Services Agency**

An excellent presentation was given updating Beyond Preclearance and a review of the Vancouver Aviation and D.C. Transportation Summits it held. Coalition Partners have contributed over \$500,000 to fund the project and process. The Aviation Summit discussed, identified, and formed 6 specific Work Group assignments. The Transportation Border Summit created an additional 6 specific Work Groups.

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The Canadian Air Transport Security Authority (CATSA) needs to be fixed. It has a structural disconnect in revenue versus resource allocation (\$60 million gap between what is paid by air travellers and the amount provided CATSA). Service provided by CATSA is not sufficient. Airports and Airlines are working together to initiate suggested improvements. Transitioning from a crown corporation to a not-for-profit entity would allow long-term planning.

It is critical that the evolution to modernize the management of border crossing be expedited to assure secure efficiency. The establishment of a person's proper identity is essential. Passenger and traveller flows must be managed proactively and far in advance of the border. Trusted Traveller programs need to be enhanced to maximize volume of trips made. A panel discussion followed discussing thought-provoking issues and approaches.

**Bill Owens Esq., Stafford, Owens, Pillar,**  
**(Former Congressman ) Can/Am BTA Senior Advisory Board**

**Provided an insightful perspective on the workings of Congress in Washington** on the subject of the U.S./Mexico/Canada Trade Agreement. Discussed the process of how it will play out although the outcome is yet to be determined. The key in the House is that Speaker Nancy Pelosi is in charge and the best vote counter. She controls all Bills coming to the floor for vote. Tariffs are a high profile issue and have significant impact. At a minimum, Steel and Aluminum tariffs on Canada and Mexico will have to be removed. There are 178 Republican votes in the House and 218 votes are needed for a Bill to pass so a minimum of 40 Democrat members votes are required. Negotiations and time will tell what will be needed.

**John Ossowski, President, Canada Border Services Agency**

Resources, Agility, and Mobility are needed to manage the border. A key responsibility of CBSA is to welcome visitors. CBSA has a very positive partnership with the U.S. cooperating on efforts and approaches. Challenges are: Immigration between the Ports; effective disruption of Opioids, FETANYL and other illicit activities; Commercial Transformation improving and insuring high quality data and digital transactions. CBSA is engineering new effective technology and processes.



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**Greg Dandewich, Senior Vice President,**  
**Economic Development Winnipeg**  
**Executive Board CAN/AM BORDER TRADE ALLIANCE**

Can/Am BTA conferences continually are made up of knowledgeable and effective participants in a dynamic environment with outstanding speakers sharing pertinent expertise and their passion. Thank you for participating. We will see you in Washington, D.C. October 6-8, 2019.

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Washington, D.C. Oct. 6-8, 2019  
Ottawa, Ontario May 3-5 2020

Jim Phillips, President & CEO  
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