

**CAN/AM BORDER TRADE ALLIANCE  
SEPT. 30 - OCT. 2, 2018 WASHINGTON, DC CONFERENCE  
SUMMARY HIGHLIGHTS**

**25TH 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 U.S./CANADA BORDER.”

**Future Can/Am BTA Conferences:**

Ottawa, Ontario	May 5-7,	2019
Saskatoon, SASK (w/PNWER)	July 21-25,	2019
Washington, DC	October	2019

**Conference Highlights:**

**Excellent speakers provided provocative insights.**

**The Roof Top Reception held at the Canadian Embassy.**

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

**CBP Commissioner Kevin McAleenan**

“Can/Am BTA has impressive reach.”

**Dan Ujcz, Attorney, Trade Lawyer, Dickinson Wright PLLC**

“Can/Am BTA provides common sense ideas and does things with effective outreach to decision makers.”

**Martin Loken, Minister Political, Canadian Embassy**

“Quality of Can/Am BTA focus and actions is impressive.”

**Tricia Harr, Team Leader Border and Interstate Planning, FHWA**

“Can/Am BTA serves an important role in communication and action.”

**MARKET ACCESS DEPENDS ON:**  
**TRANSPORTATION PLUS CONNECTIONS**  
**= TRADE = JOBS = QUALITY OF OUR LIVES**

## CAN/AM BORDER TRADE ALLIANCE CONFERENCE SUMMARY OCT. 2018

### **Pat Whalen, Executive VP & Executive Board Member CAN/AM BTA Director, Niagara Global Tourism Institute**

Welcomed participants to our 25<sup>th</sup> Annual Washington Conference. Shared his “can do” history of forming his cross-border business providing distribution for Canadian businesses into the U.S. being enhanced by the implementation of the 1989 Canada US Free Trade. It is all about Canadian companies doing business in the U.S. and the USMCA, when approved, will continue that essential activity of healthy two-way U.S./Canada Trade. Can/Am BTA understands, articulates, engages, and gets things done.

### **The CANADIAN PERSPECTIVE**

#### **Martin Loken, Minister Political, Canadian Embassy**

While Canada/U.S. always has a high focus on Trade, the relationship is broad, deep, important to both countries and will continue “no matter what.” Provided a very enlightening view of the many aspects of cooperation and joint interests: from contributions to space technology and astronauts working together to securing our homelands including NORAD, military cooperation, search and rescue in natural disasters, Border Enforcement Teams, to Opioid Crisis cooperation. Noted the timing of the USMCA negotiation completion stating the importance of predictable and stable Trade relations and the benefit of modernized terms and creation of opportunities. Highlighted preclearance and the regulations to be issued in early 2019, Discussed risk-based compliance model, tailoring processes to risk levels and CBSA Trade Transformation.

### **BEYOND PRECLEARANCE INITIATIVE**

#### **Jim Phillips, Moderator, President & CEO, Can/Am BTA Solomon Wong, CEO InterVistas, Can/Am BTA Executive Board Gerry Bruno, Vice President, Vancouver Airport Authority**

Provided history of the authoring of the 2002 detailed North American Perimeter Advantages versus Disadvantages concepts used in the Ridge Manley report and the 2008 Coordinated Clearance Point of Departure Determination concepts utilized in the Beyond The Border Action Plan leading to the current essential importance of a New Border Vision to continue the “unfinished business” of transforming the U.S./Canada Shared Borders.

## **CAN/AM BORDER TRADE ALLIANCE CONFERENCE SUMMARY OCT. 2018**

Gerry described the successful formation of the Beyond Preclearance Coalition to develop an Innovative Strategy for Canada-U.S. Border Cooperation. Cited the successful funding collected of \$450,000 to provide the extensive white paper with specifics and details including a continuing 2 year period of advocacy to implement and achieve meaningful results. Described the scope of the white paper that will be published in mid-October 2018. Highlighted the need to move to a Public-Private Partnership Investment Model that results in value creation and strong Return On Investment for both Government and Trade.

Solomon described the Predictable, Secure, Integrated New Border Vision. Conditions are changing for business. Highlighted Eight Technology Game Changers included in the white paper. Examples of graphics from the white paper were shared that in total cover each Mode and Concept with Current, Near Term and Long Term scenarios depicted. Sixteen Initial Pilot Projects are developed and recommended for action.

### **NAFTA INSIGHT AND PERSPECTIVE**

.

#### **Dan Ujcz, Attorney, Trade Lawyer, Dickinson Wright PLLC**

Thanks and credit should be given to the negotiators for an agreement that results in good things for all three countries. The Customs and Trade Facilitation Chapter is the “platinum standard.” Provided an insightful understanding of the Timing and Tempo, Tone and Tenor, Targets and Topics and Tariffs of the whole process. Reviewed the process from Start to Pre-Negotiation to Negotiations to Agreement in Principle (September 30) to next step of Agreement Signing (November 30) to Legal and Procedural Reviews to Final Ratification (FAST TRACK maximum 90 days in session). **Editorial Note: this presentation was the clearest and most professional explanation of the NAFTA to USMCA process and experience.**

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

**Senator Michael MacDonald, Co-Chair**  
**Brian Masse, M.P., Vice-Chair**

For almost 60 years, Canadian and U.S. federal legislators participating in the Canada–United States Inter-Parliamentary Group have had four basic goals: find points of convergence in respective national policies; initiate dialogue on points of divergence; encourage the exchange of information; and promote better understanding on shared issues of concern. We routinely interact at frequent meetings on Capitol Hill and with Governors, State Legislators, State Governments and Public and Private Sector Organizations like PNWER and Can/Am BTA.

## **CAN/AM BORDER TRADE ALLIANCE CONFERENCE SUMMARY OCT. 2018**

Provided a number of specific Canada-U.S. Cooperation Tangible Examples. Realistically, any bilateral partnership having the depth and scope of the Canada–U.S. relationship is bound to have both good times and challenges, and to perhaps experience both at the same time, depending on the issue. Notwithstanding periodic challenges, our trade and investment cooperation is fundamentally strong. Provided excellent insight on: Trade and Investment; Defense and Security; Energy; and Environment Canada-U.S. cooperation and activity. We must continue to work together for our joint benefit.

### **CUSTOMS AND BORDER PROTECTION**

#### **Luncheon Keynote: CBP Commissioner Kevin McAleenan**

CBP Commissioner Kevin McAleenan highlighted the Department of Homeland Security’s Northern Border strategy Monday to members of the Canadian/American Border Trade Alliance in Washington, DC. The alliance is an association of businesses, private and public sector organizations, and individuals involved in cross-border trade, Border crossing, transportation, and tourism.

Issued in June, the strategy aims to secure the Northern Border against threats, support trade and travel, and strengthen community resilience. He cited numerous initiatives where CBP uses that strategy to meet its trade and enforcement goals.

New technology will eventually allow trucks to clear the Border without stopping, increasing efficiency and safety by keeping drivers in their vehicles. “We’re now testing equipment that can provide good, clear images,” he said. “This could be a game changer.” Cross-border trade can also be improved, he continued, through shared facilities that not only saves resources, but also allows trucks to be inspected just once.

Imaging technology is also central to a pilot program to screen rail cars. Under an international agreement, Canada Border Services Agency uses U.S. imaging equipment to inspect northbound rail cars.

Cross-border transit will also benefit from CBP’s goal of electronic manifests. The change will significantly reduce wait times at ports of entry. “This is a massive step,” he said. “We expect to have electronic manifests for all trucks by next year.”

In addition to the strategy’s trade initiatives, the commissioner commended the U.S. and Canadian partnership to jointly pursue importers who evade antidumping and duty regulations, particularly steel from China.

## **CAN/AM BORDER TRADE ALLIANCE CONFERENCE SUMMARY OCT. 2018**

Enforcement partnerships are critical as trends, resources and priorities in international trade shift. For instance, eCommerce has resulted in “a four-fold increase in international mail. “We expect 120 million express bills by the end of this year,” he said. That’s up by 10 million from fiscal 2017, when CBP processed 110 million bills.

He also told the group that CBP is working diligently to hire more trade specialists and streamline the process. “We’ve reduced our hiring time by 50 percent and we will meet our goal this year.”

Three years ago, in another partnership, the U.S. and Canada signed the Land, Rail, Marine and Air Transport agreement. The agreement will expand preclearance locations, increase services at existing locations and create the legal framework for reciprocal procedures.

The conference happened to take place as President Trump Monday announced that Canada joined an international trade agreement with the U.S. and Mexico that will be called the United States-Mexico-Canada Agreement. The president said the accord opens markets for U.S. farmers and manufacturers, reduces trade barriers, and increases global competition.

### **CUSTOMS AND BORDER PROTECTION**

**Colleen Manaher, Executive Director, Planning, Program Analysis and Evaluation, Office of Field Operations, CBP**

**Manuel Garza, Director, Manifest and Conveyance Security, CBP**

CBP is radically changing the way we travel. It is a revolutionary reform resulting in fluid processing eliminating delays while achieving enhanced security, Provided an exciting description and view of “CBP’s Innovation in Air, Land, Sea.” Imagine a World traveler no longer needs a travel document; International travel is no longer stressful and Security is transparent. Described Facial Recognition and the Biometric Environments being developed and implemented, i.e., Exit and Entry, Pedestrian, Vehicle and Cargo and Closed Loop Cruises. Discussed Active Lane Management, Mobile Technology Pilots, Autonomous Vehicle Integration, Non Intrusive Truck Inspection, Pre-Arrival Readiness Evaluation, Green Lane Rolling Stop trucks, and Unified Cargo Processing, Stated “THE FUTURE IS HERE. CBP IS READY TO DISRUPT THE STATUS QUO. ARE YOU?”

**KNOWN LOW RISK GOODS AND PEOPLE  
MUST BE EFFICIENTLY FACILITATED  
WITHOUT LOWERING PUBLIC SECURITY**

**VIEW FROM THE HILL and WHITE HOUSE ON CANADA/U.S.**

**Peter Friedmann, Washington DC International Trade Lawyer,  
Lobbyist and Insider**

Thursday there was no expectation for USMCA agreement. Sunday it is done. In Washington things move quickly or not at all. The Number One Issue in Washington is which Party will have a majority after the Nov. election. Both are in a “how do we do it” mode with extraordinary fund raising efforts. Trump versus China Tariffs result in 40% in favor, 25% no opinion and 25% opposed. The Tariffs have caused dislocation in China with farmers shifting from corn to soy beans to the extent there is a shortage of corn there to feed livestock. The impacts have led China to scale back the retaliatory tariffs from 25% to 5% and 10%. Wall Street is UP, Unemployment is DOWN and New Job Growth is UP.

**HOMELAND SECURITY.**

**Michael Dougherty, Assistant Secretary,  
Border, Immigration, Trade Team, DHS**

The Policy Shop at DHS supports the Secretary’s vision and coordinates Department of Homeland Security, Department of State and Department of Justice working together. As the two largest Trading Partners with our extensive shared Border, it is imperative that our important effective bilateral collaboration continue on perimeter security and economic competitiveness. DHS is pleased to see the USMCA agreement. Facilitating secure and lawful Trade and Travel between the U.S. and Canada is an important and enduring priority to both countries’ policy makers. Highlighted the Northern Border Strategy published by the Secretary of Homeland Security. Discussed improving data collection, upgrading targeting systems for enhanced risk assessment and the need for increased use of VRFID documents at the shared land Border. Stressed the strong market demand for preclearance under the 2015 Land/Rail/Marine/Air Agreement including co-location of officers at small and remote ports of entry. Summarized the extensive list of achievements that have improved Border crossing. The U.S. is awaiting passage of the Canadian Legislation that will allow Entry/Exit to include all travelers as both countries committed to do.

## CAN/AM BORDER TRADE ALLIANCE CONFERENCE SUMMARY OCT. 2018

### U.S./CANADA BORDER – THE REALITY

#### **Jim Phillips, President & CEO, Can/Am BTA**

Reminded that the single shared land Border has two separate sides each with own sovereignty and laws that must cooperate as Border crossing reality is governed by the least efficient aspect. We need to manage what we can control and do more with what we have and think outside the box on the rest on how to improve. A good approach is to slice and dice the effort into doable pieces. We must value engineer the process to enhance enforcement and finally achieve fluidity for known low-risk people and cargo. Suggested that in cases of limited funds it would be better to spend it for effect (if we have money to do 10 lanes of facial biometric lane processing it should be at one port instead of spread to several to prove the benefit for all to see to result in additional funds being made available). Discussed three most inefficient conditions at present: random arrival of high-inspection-time trucks at primary in front of fully-compliant trucks causing unnecessary major delays and wait times; inspection of rail containers at the actual Border versus in the originating or destination controlled rail yard, and lack of control of untreated wood packing arriving from foreign shipments.

### INSIGHTS AND OPPORTUNITIES

#### FIRESIDE CHAT WITH CAN/AM BTA SENIOR ADVISORY BOARD

##### **Past Responsibilities:**

**Lew Holloway, General Manager, Niagara Falls Bridge Comm.**

**Hon. Bill Owens, Congressman, Co-chair Northern Border Caucus**

**Ambassador David Wilkins, U.S. to Canada**

**Tom Winkowski, Commissioner, Customs and Border Protection**

Discussion showed deep commitment and caring about U.S./Canada relations. Using social media has changed U.S. politics. Diplomatic relationship has been transformed as behind the scenes negotiating has become public. Attention and follow up is needed to insure implementation of the USMCA handshake agreement. Amount China purchases of U.S. debt affects interest rate levels. The Canada/U.S. Border is essential to both countries' economies. eCommerce is a game changer and geometrically increasing. Just hiring additional staff and building bricks and mortar is not sustainable. Technology is changing the way we do business at the Border. U.S. must have strong partnership with Canada. Concern Canadian Government is not on the same page with U.S. on the Border as critical information sharing committed to has not been delivered. Facial recognition changes everything.

## CAN/AM BORDER TRADE ALLIANCE CONFERENCE SUMMARY OCT. 2018

### FEDERAL HIGHWAY ADMINISTRATION

#### **Tricia Harr, Team Leader Border and Interstate Planning, FHWA**

Provided updates from FHWA on Border initiatives and projects supporting the importance of the relationship between the United States and Canada and the crucial linkage for trade and passengers. It is extremely important to our economies that we build and maintain an excellent transportation infrastructure across and along our Borders improving the efficiency of these systems whenever possible. The stronger our transportation systems is, the stronger our economies, the stronger our trade. We at the Department of Transportation, and certainly at the Federal Highway Administration, know that transportation is more than asphalt and steel. It is about how people, businesses, builders, investors, shippers, and especially communities use our transportation system. USDOT's newly developed 2018-2022 strategic plan sets the overall strategic direction of the Department. The Consolidated Appropriations Act of 2018 made available \$1.5 billion for the BUILD grants through September 30, 2020. For this round of BUILD, the maximum grant award is \$25 million, and no more than \$150 million can be awarded to a single State. At least 30% of funds must be awarded to projects located in rural areas. It is exciting to see this level of support and commitment from the new Administration for enhanced Border infrastructure. A Border transportation system that is efficient AND effective is critical for the mobility of people and goods, economic competitiveness, and the quality of life for both our nations. Provided updates on several active rural projects on the U.S.-Canada Border. Finally, whether we trade in goods or goodwill, our two countries are greater by working together. We can't imagine a better or more reliable neighbor to have. I thank you for all the successes we have achieved so far... and for those yet to come.

### Summary and Closing Remarks

#### **Steve Covey, Executive Board Member CAN/AM BTA Police Chief and Head of Security, CN**

Provided an excellent summation of the key points made by the knowledgeable array of speakers at the conference. Thanked the speakers, the staff for its effective logistics and preparations, and the attendees as they are what make the conference the success that it is. Look forward to seeing all in Ottawa in May 2019.



**CAN/AM BORDER TRADE ALLIANCE IS PROUD TO  
ACKNOWLEDGE OUR 2018 “WASHINGTON, D.C. SPONSORS”  
CONFERENCE LEVEL SPONSORS:**

**CN**

**FEDERAL BRIDGE CORP.**

**INGREDION**

**LIVINGSTON INTERNATIONAL INC.**

**TRANSPORT CANADA**

**PATRON SPONSORS:**

**BUFFALO FORT ERIE PUBLIC BRIDGE AUTHORITY**

**CANADIAN TRANSIT COMPANY**

**DICKINSON WRIGHT**

**NELSON MULLINS**

**A.N. DERINGER, INC.**

**BOMBARDIER INC**

**CANADIAN PACIFIC RAILWAY**

**ERB GROUP OF COMPANIES**

**GLOBAL TRADE ASSOCIATES**

**INTERVISTAS CONSULTING INC.**

**NIAGARA FALLS BRIDGE COMMISSION**

**PUROLATOR INC.**

**SPEED GLOBAL SERVICES**

