





Asia Pacific Gateway and Corridor

Asia Pacific Gateway and Corridor Workforce Productivity and Innovation Roundtable

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Asia-Pacific Gateway and Corridor Initiative

The need for action and federal leadership stemmed from several challenges:



- □ Congestion in the Lower Mainland and at ports
- ☐ Growing awareness of new opportunities arising from globalization
- ☐ Reliability/efficiency issues across transportation system
- ☐ A need to examine policy/regulatory impediments to competitiveness

Federal Commitment: Strategic Infrastructure

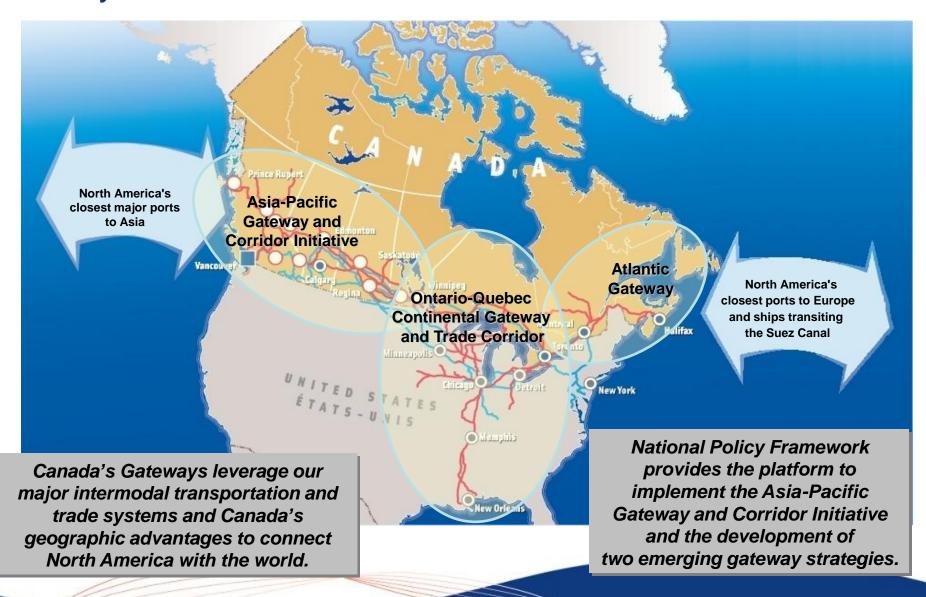
- Moving swiftly from words to action, APGCI has achieved real progress in all areas
- Since Fall 2006 launch, strategic infrastructure projects valued at more than \$3.5 billion have been announced in partnership with all four western provinces and the private sector, including total federal contributions of over \$1.4 billion
- Supported by a robust National Policy Framework for Strategic Gateways and Trade Corridors, the Asia- Pacific Gateway's world-class marine, rail, road and air infrastructure support Canada's trade agenda - from coast to coast and deep into the North American heartland



Canada`s Asia-Pacific Gateway and Corridor Initiative (APGCI) combines infrastructure, policy, governance and operational measures into an integrated, multi-modal, public-private strategy

Canada's Gateways

Trade, Transportation, & Geographic Advantage



APGCI

Leveraging Investment Across the Supply Chain

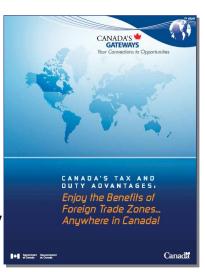




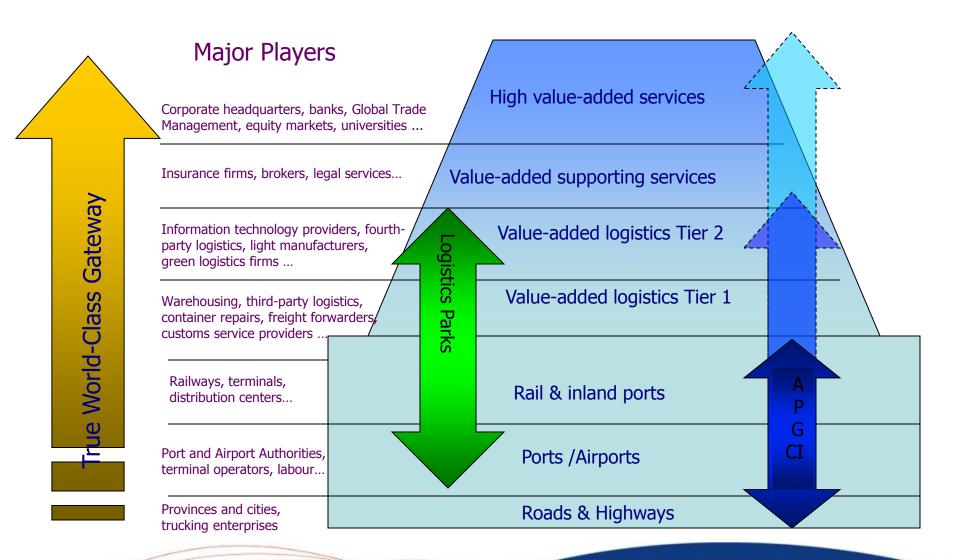
Federal Commitments: Beyond Bricks and Mortar

- Supporting a competitive business environment through amalgamation of lower mainland ports, legislative and regulatory changes, research and performance measures
- New partnerships and private sector engagement are positioning the APGCI to strengthen entire supply chain:
 - Performance Table addressing gateway performance and reliability
 - Skills Tables addressing future gateway-related labour and skills needs
 - BC and Western Canada transportation systems analysis to identify remaining bottlenecks and prioritize solutions
- Value-added gateway to capture economic benefits of transportation supply chains at national and local levels
 - Liberalized use of maritime containers was part of Economic Action Plan
 - Centreport Canada pilot to promote Canada's tax and duty advantages and Foreign Trade Zone-type programs
- International outreach is a key component of gateway strategy

Strong alignment of the public and private sectors to address challenges and seize opportunities



APGCI: Key Stakeholders



VALUE-ADDED

Enhancing National Competitiveness: Components of Potential Value-Added Gateway Strategy

The Physical Gateway

Objective

Quality *infrastructure* is the *foundation* of a value-added approach to ensure *fluidity* and *reliability* of physical flows of goods and people through the gateway economy.

Proposed areas of action

The Smart Gateway

Objective

Achieve greater federal alignment for international commerce and eliminate regulatory incoherence to enhance business-friendliness.

Proposed areas of action

The Knowledge Gateway

Objective

Stimulate *entrepreneurship* and business culture to develop a *skills* base for the contemporary knowledge economy.

Proposed areas of action

The Virtual Trade Gateway

Objective

Create a *virtual marketplace* to connect Canadian businesses with overseas Customers and facilitate trade And transportation through Secure online transactions.

Proposed areas of action

- Continue to invest strategically in close collaboration with public and private stakeholders
- Encourage maximum private stakeholder alignment to extract maximum efficiency from existing infrastructure
- Establish governance platform to support value-added strategy
- Regulatory: container cabotage, duty on foreign vessels, fractional ownership in air transport, Transit Without Visa, etc...
- Explore Trade Zone concept and Export Distribution Centers ratios

- Outreach exercises on valueadded opportunities related to Asia-Pacific trade
 - SME support programs
- Gateway Skills Table
- Support high-skill education programs in Western Canada
- Support further research in logistics, value-added metrics to monitor progress and system-wide performance measurement

- Facilitate more focused trade development information within federal family
- Single-window access to programs and services

Value creation

Jobs

+

Wealth

OUTREACH

International Engagement and Partnerships

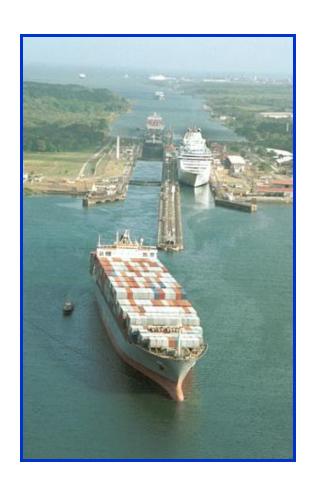
- Sustained and senior-level engagement to attract more trade to our Gateway
 - 10 Ministerial missions and officials visits to China, Japan, South Korea, Hong Kong, Taiwan, Vietnam and Malaysia
 - Consistent with Global Commerce Strategy priorities
- Government and business outreach to enhance trade relations
 - Outreach to the United States, business missions to China and Vietnam, along with Backhaul Opportunities Forum and BC-Canada Pavilion in China
 - Promoted transportation system "as a whole" and the concept was well received internationally
- Working through practical collaborative frameworks with China to build knowledge, develop relationships and identify opportunities
 - Memorandum of Understanding (MOU) on Gateway Cooperation and Action Plan - Ministry of Transport
 - MOU on Trade Logistics Cooperation- National Development and Reform Commission
 - MOU on Infrastructure Development
 — Ministry of Car





Challenges for Long-term Competitiveness

- 2014 Panama Canal expansion combined with easing of capacity concerns creating strong competitive forces
- Perceptions of **reliability** in western supply chains
- Emerging new technologies and new services in transportation such as integrated logistics services changing workforce
- Global market uncertainty
 - Strong dollar and changes in consumer demand impact planning and predictability



Lessons Learned

Close collaboration between public and private sectors were pivotal in making strategic investments and decisions to improve the transportation system to handle increasing volume of international trade.

Common, cross-cutting issues require a collective approach from governments and private sector, such as:

- Border facilitation
- Regulatory streamlining
- Need for outreach and marketing

Need to go beyond infrastructure improvements to address interconnected issues that impact how well the transportation system functions as a whole, such as:

- Operational reliability
- Regulations
- Governance
- Technology
- Labour supply and skills training

Aligning regulatory approaches is key to increasing efficiency and strengthening competitiveness in movement of cross-border and international trade.

NEXT STEPS

What's next?

- Continuing to implement the APGCI mandate by
 - Completing remaining infrastructure projects and maintaining system-wide approach
 - Addressing cross-cutting issues on reliability, security and competitiveness
 - Expanding our international outreach to the global community
- And look at ways to better support new opportunities and changing competitive factors
 - Addressing more systematic improvements identified by Gateway
 Performance and Skills Tables and Rail Freight Service Review
 - Continuing to support areas providing high-efficiency gains with modest investments, such as Intelligent Transportation Systems and technologies and value-added economic activity
 - Dialogue with stakeholders about how to capitalize on opportunities in agriculture, energy and other natural resources

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