

Niagara Frontier - Ontario

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Cross-Border Linkages

- Developed despite lack of plan
- Started long ago
 - War of 1812
 - 1860s – Underground RR
 - 1900s – Ferry
 - 1920s – Peace Bridge
 - Mid 1900s – Businesses built on other side for market access
 - 1970s – Hockey
 - Summer homes, wine tourism
- Commercial progression
 - Rail bridges; bulk commodities
 - T/L and LTL; all manner of goods
 - Package and JIT services
- Businesses (e.g. Ford) on both sides; production on one side feeding plants on other
- Progression from
 - Protectionism to
 - Auto Pact (APTA) 1965 to
 - FTA 1989
 - NAFTA

What Works

- The Bridges
- CVPC
- Canadian Consulate
- Recognition of dependence on each other
- Demographical advantages
- Transportation Infrastructure
 - Rail, Truck, Package
 - Warehousing, forwarding, brokerage
- Knowledge of service providers to cut red tape & connect parties

Strengths

- Geography
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- History
- Infrastructure (human capital)
- World Trade Center Buffalo Niagara

Weaknesses

- Lack of coordinated effort
- Lack of focus by US federal government
- Lack of focus by NYS government
- Lack of leadership in WNY
- World Trade Center Buffalo Niagara
- Bridge capacity
- Homeland Security concerns, e.g. WHTI

Trade: Ontario – Niagara Crossings

	Canada to USA	USA to Canada	Total
1995	\$27.5	\$29.7	\$57.2
2000	\$33.8	\$36.2	\$70.0
2005	\$37.9	\$32.5	\$70.4

US\$ (Billions)
Source: U.S. DOT, Bureau of Transportation Statistics