



NORTH AMERICA'S CORRIDOR COALITION, INC.

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OFFICE OF THE SECRETARY
FEDERAL MARITIME COMMISSION

January 17, 2012

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Karen V. Gregory
Secretary
Federal Maritime Commission
800 North Capitol Street, NW
Washington, DC 20573-0001

Dear Ms. Gregory:

I write today to urge the members of the Federal Maritime Commission (FMC) reviewing the matter of possible shifts of containerized cargo destined for U.S. inland ports to take into very special consideration the vital inputs and important perspectives of the most knowledgeable Canadian and U.S. business communities experts in this issue from the start of the November 8 Notice of Inquiry (NOI) process.

Deliberations and decisions by the FMC on this matter are of great importance to the United States, Canada and Mexico, individually, and collectively, as the North American nations, and certainly to the North America's Corridor Coalition (NASCO), which I serve as Executive Director.

As you are aware, on November 8, 2011, the FMC published a Notice of Inquiry (NOI) in the Federal Register soliciting "the public's views and information concerning factors that may cause or contribute to the shift of containerized cargo destined for the U.S. inland points from the U.S. to Canadian and Mexican seaports." This is NASCO's submission.

Since 1994, NASCO has been at the forefront of uniting public and private sectors to address critical national and international trade, transportation, security and environmental issues.

Spanning almost 2,500 hundred miles through the central United States, eastern and central Canada, and deep into Mexico, the NASCO trade corridor network is a multi-modal transportation system that connects 71 million people and supports a large part of \$1 trillion dollars in total commerce between the three nations.

NASCO members include cities, counties, states, provinces and private sector representatives along the Corridor in the United States, Canada and Mexico dedicated to maximizing the efficiency and security of existing trade and transportation infrastructure, creating a skilled logistics workforce and improving the environment.

As such, we have developed a network of contacts with public and private sector individuals,

organizations, companies and public entities, institutes and centers of knowledge, as well as with regulatory and governmental entities from the local, state, provincial and Federal governments of the United States, Canada, and Mexico.

More than most organizations, NASCO recognizes the crucial importance of the U.S.' growing trade with its neighbors, Canada, historically our No.1 trading partner and ally, and with Mexico, the No. 2 buyer of U.S. exports.

Actions that could impede entrepreneurs and companies in selecting the most efficient ways to ship freight cargo into and out of North America risks undermining U.S. trade partnerships with both Canada and Mexico and the competitiveness of U.S. companies competing in partnership with our neighbors for global trade market share.

Between 2009 and 2011, with Americans looking to exports for growth and recovery, U.S. merchandise goods exports to the world grew by about \$370 billion. Canada and Mexico accounted for \$118 billion of this, or just under a third of the total.

By comparison, exports to Asia - Japan, China, Korea, Taiwan, Hong Kong, Macao, Mongolia, the ten ASEAN members, and the eight South Asian countries - grew by about \$110 billion. The \$55 billion in extra sales to Mexico alone is identical to the \$55 billion in growth to Brazil, China, India and Russia combined. Canada, with its 33 million people, has accounted for a bit more than a sixth of all U.S. export growth and twice as much as all 14 post-2000 U.S. Free Trade Agreement partners combined.

We urge in the strongest terms that the FMC review on the inland ports Notice of Inquiry acknowledge the strategic significance and robust health of the U.S.-Canada-Mexico trade relationships and the business communities that built them and keep them at the forefront of all deliberations.

If you have any questions, please do not hesitate to contact me at (214) 744-1042 or tiffany@nascocorridor.com. Thank you for your attention to this important matter.

Sincerely,



Tiffany Melvin
Executive Director