



## 05

## MAKE ALL OF CANADA AN EXPORT GATEWAY

### Trade is the linchpin of the Canadian economy.

Business growth depends on exports because our local regional economies are simply too small to support business scale-up of their own accord. In turn, Canadian businesses count on imports to furnish them with the goods, services and technologies that are locally unavailable. Our economic competitiveness and the growth potential of Canadian businesses are closely tied to the efficiency of our logistics systems, the speed by which Canadian companies can get their products to international customers and the reliability of their international supply chains. Canada's large, complex geography necessitates robust, interconnecting systems of public

and private infrastructure that can ensure the efficient movement of goods, people and information, both across the country and internationally.

Trade and traffic is increasing between Canada and Europe as businesses take advantage of Canada's Comprehensive Economic and Trade Agreement with the European Union. Trade is also growing rapidly between Canada and China, Japan, South Korea and other Asian markets. Meanwhile, our logistics infrastructure at the Canada-U.S. border, and particularly in the Great Lakes region, needs to be expanded and modernized in order to ensure the smooth functioning of our most important trading relationship and the competitiveness of North American supply chains.





Federal and provincial governments have made significant improvements in Canada's logistics infrastructure by making major investments in the Asia-Pacific Gateway and Corridor, the Ontario-Quebec Continental Gateway and Trade Corridor and the Atlantic Gateway and Trade Corridor. In the process, they have leveraged significant private sector investment in trade infrastructure projects. We can enhance the competitiveness and growth potential of Canadian businesses even further by building on the gateways and corridors model to make strategic, sustainable and long-term improvements in Canada's trade infrastructure. All regions of the country would benefit from more efficient corridors running through or around our urban centres as well as transportation systems linking Canada to global markets.

In order to achieve these objectives, the federal government should:

- Allocate more of its \$180-billion, 10-year infrastructure plan for investments to the modernization and improvement of Canada's trade infrastructure;

- Maximize the value of its investments by adopting a merit-based project selection process;
- Implement a "one-network" approach to investment decisions that would consider all potential transportation and infrastructure investments in the context of national and regional supply chains; and,
- Evaluate and select projects based on their significance in integrated supply chains and their potential to grow Canada's market share of global trade.

In 2018, the Canadian Chamber of Commerce will work with the government to prioritize measures that improve Canada's trade infrastructure and adopt a more comprehensive approach to ensuring the efficiency of our trade corridors, including the consideration of transportation system policies and regulations, labour issues and interprovincial barriers to trade within Canada.