



PORTS-TO-PLAINS ALLIANCE

Securing the Benefits of Commerce to
North America's Energy & Agricultural Heartland

Truck Border Crossing Data Northern and Southern Borders In Relationship to Ports-to-Plains Corridors 2004-2014

This data is summarized from public data available at U.S. Department of Transportation, Research and Innovative Technology Administration, Bureau of Transportation Statistics, Border Crossing/Entry Data; based on data from U.S. Department of Homeland Security, Customs and Border Protection, OMR database. All data describes the number of border entries into the United States from Canada.

This summary will focus on truck crossings. The data breaks down the trucks to loaded and unloaded containers.

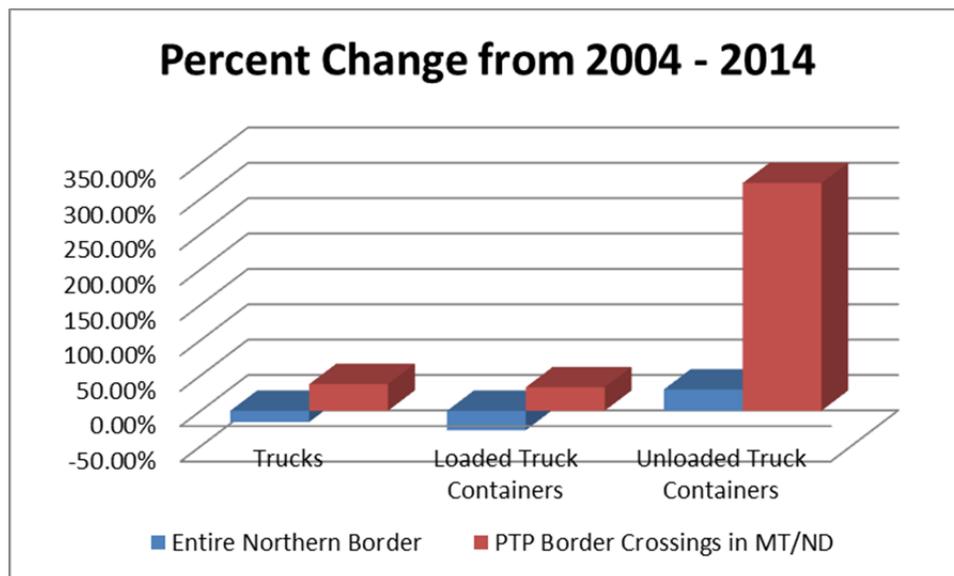


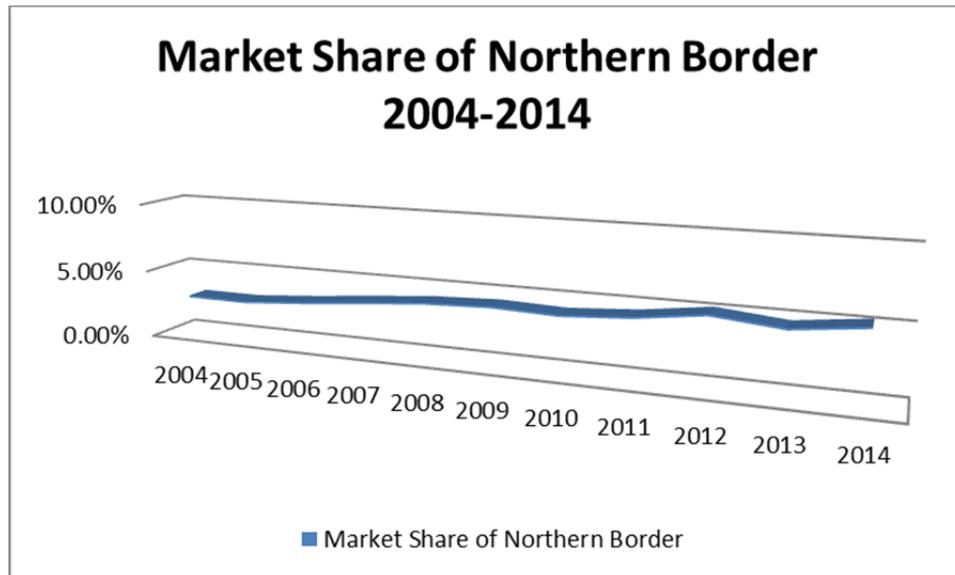
Northern Border

The northern border includes all border crossings from Canada into the United States from any border crossing available. The number of trucks entering the U.S. has decreased since 2004 by almost 16% from 6,903,882 in 2004 to its current 5,802,211 truck crossings in 2014. 2004 was the highest of the period from 2004 to 2014. The period low was in 2009 at 5,020,633 and has steadily increased each year since then.

The Northern Border (PTP) is a summary of the border crossings in Montana and North Dakota that are served by the Ports-to-Plains corridors. This includes fourteen (14) border crossings from Portal, ND to the east and Sweetgrass, MT to the west. It is provided to give an overview of the role that the Ports-to-Plains corridors play in the movement of goods from Canada into the United States.

Unlike the entire northern border that has experienced a decrease of almost 16 percent, these crossings have experienced an increase of 37.6 percent between 2004 and 2014. Growing from a base of 201,522 in 2004, truck crossings increased to 280,702 in 2012 and ended the period with 277,296 in 2015. The result is an increase in market share when compared to the entire northern border from 2.93 percent in 2004 to 5.22 percent in 2014. Market share of the entire truck crossings from Canada to the United States increased over 78 percent.





Another comparison is the role of the PTP truck border crossing compared to all border crossings in Montana and North Dakota. Again there is a significant increase in market share. In 2014 the PTP border crossings or trucks accounted for 46.47 percent. This was over a 17 percent increase in market share from 39.63 percent in 2004.

In summary, the Ports-to-Plains corridors are seeing increased usage far beyond that of the entire northern border.

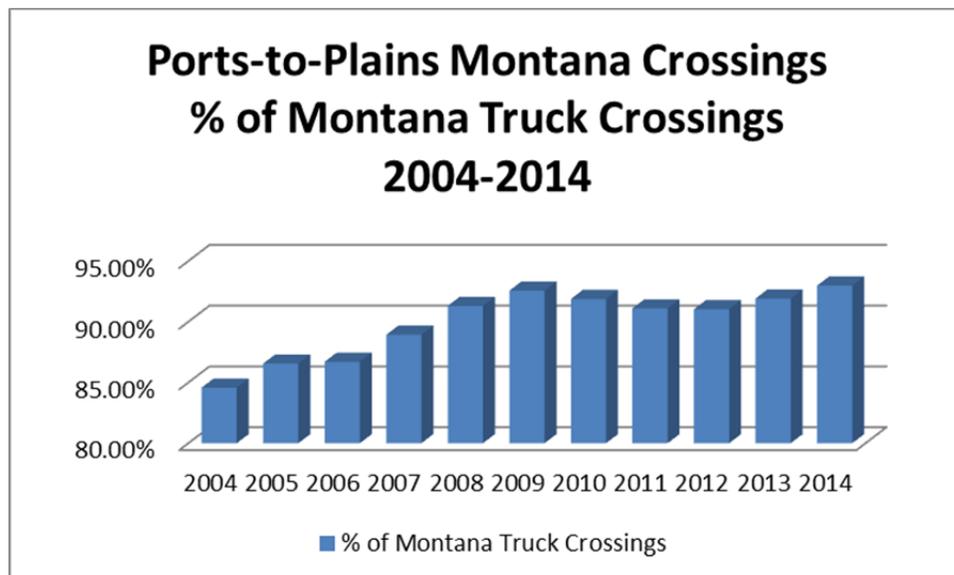
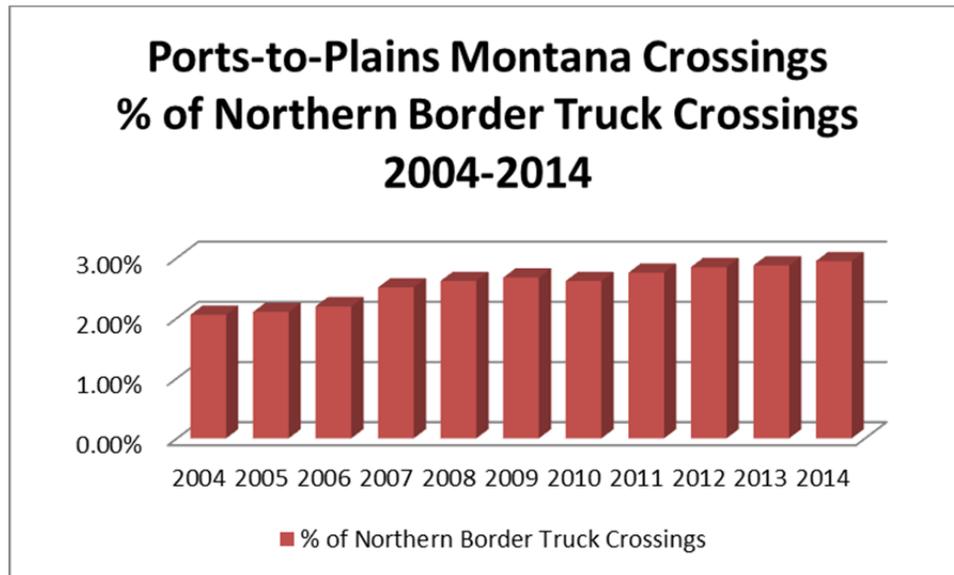
Montana

Montana was served by thirteen border crossings during the period of 2004 to 2014. In the base year of 2004 these thirteen crossings included 167,678 trucks. By 2014 that number increased by 9.63 percent to 183,828. The 2014 total was the largest of the period.

The Ports-to-Plains corridors serve ten of the thirteen border crossings in Montana beginning from Sweetgrass, MT on the west to Raymond, MT on the east. These ten border crossings saw a 20.52 percent increase in trucks from the base of 141,813 in 2004 to their high of 170,915 in 2014.

When compared to the entire northern border, Montana PTP border crossings market share increased 43.40 percent from 2004 to 2014 from 2.05 percent of all northern border trucks in 2004 to 2.95 percent in 2014. Looking within Montana, 92.98 percent of truck crossings took place in the ten border crossings served by the Ports-to-Plains corridors.





Looking more specifically at the border crossings served by the Ports-to-Plains corridors, Wild Horse, Willow Creek, Morgan, Opheim, and Raymond saw decreased truck crossings. Whitetail border crossing was closed in 2013.

Sweetgrass saw a 52 percent increase in market share of the entire northern border and a market share increase of 16.52 percent of Montana truck crossings. Sweetgrass accounted for 114,138 truck crossings in 2004 and grew to 145,805 truck crossings in 2014, an increase of 27.74 percent.

Both Raymond and Wild Horse are key crossings to communities served by the Ports-to-Plains corridors and remain important despite their decrease in truck crossings. The role of Sweetgrass continues to be a security concern because of the lack for commercial inspection services and hours at all other

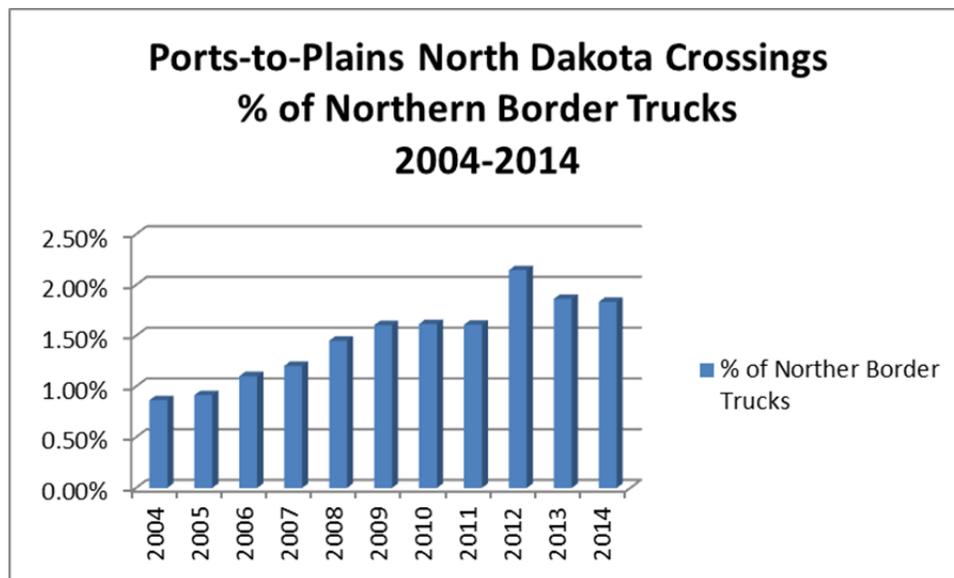
Montana ports. A security closure at Sweetgrass essentially shuts down over 74% of truck crossings between Canada and Montana.

North Dakota

North Dakota is served by nineteen border crossings with Canada. These nineteen border crossings account for 7.28 percent of all Canada to U.S truck crossings along the northern border. These crossings have grown 23.94 percent from a base of 340,862 in 2004 to 422,452 in 2014.

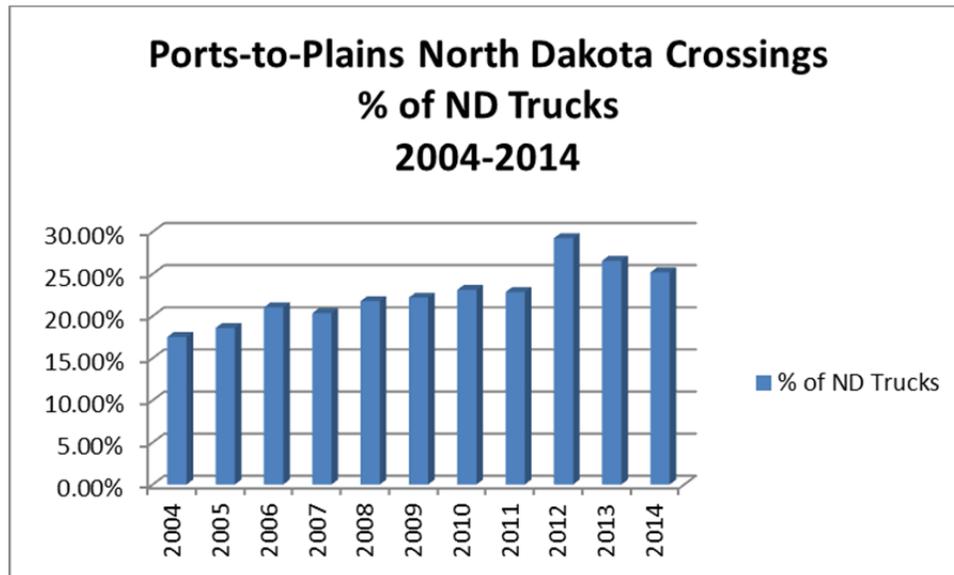
The Ports-to-Plains corridors serve four of these border crossings with Portal on the east and Fortuna on the west. These four border crossings accounted for 59,709 trucks in 2004 and 106,381 trucks in 2014, an increase of 78.17 percent. The peak was reached in 2012 at 120,703 truck crossings.

Once again, in terms of market share of the truck crossings along the entire northern border, these four border crossings experienced a 111.99 percent increase in market share increasing from 0.86 percent in 2004 to 1.83% percent in 2014.



In terms of market share when compared to all crossings in North Dakota, these four crossings increased from 17.52 percent in 2004 to 25.18 percent in 2014, an increase of 43.76 percent for the period.





Portal certainly provides the bulk of the crossings among these four crossings. Portal has increased from 53,854 trucks in 2004 to 98,872 trucks in 2014, an increase of 83.59 percent for the period. Portal's highest number of truck crossings was 108,103 trucks in 2012. Portal accounted for 26.18 percent of all North Dakota truck crossings in 2012. Overall between 2004 and 2014 Portal's market share of all North Dakota truck crossings increased by 48.13 percent.

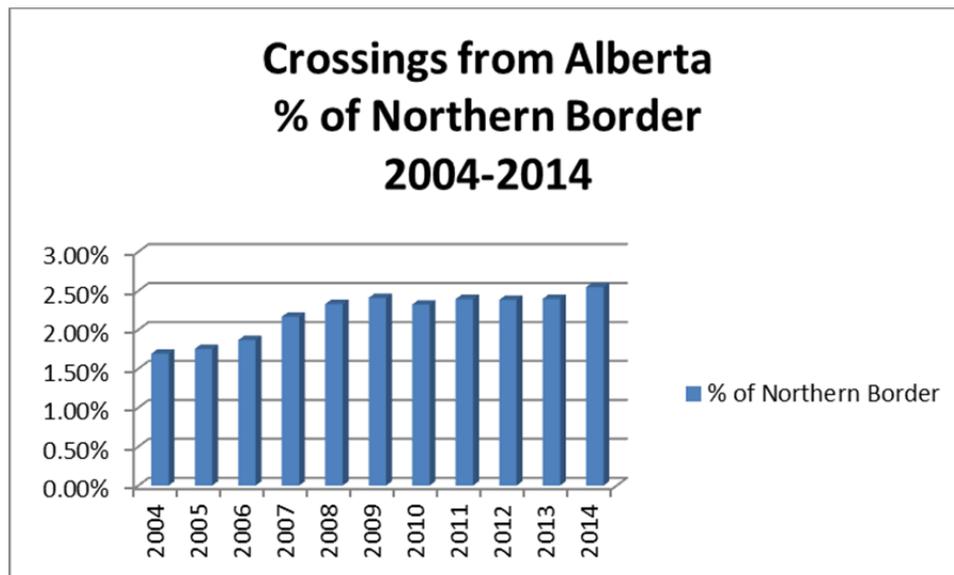
Alberta

This data looks at the same border crossings served by the Ports-to-Plains corridors that were evaluated in the Montana data above, but looks from the viewpoint of Alberta. This data summarizes the three border crossings of Sweetgrass, Wild Horse and Whitlash.

Overall, these three border crossings saw 116,863 trucks in 2004 and an increase of 26.54 percent to 147,884 trucks in 2014.

In terms of market share, these three border crossings increased 50.57 percent, from a 1.69 percent share in 2004 to a 2.55 percent in 2014 for all trucks along the northern border.





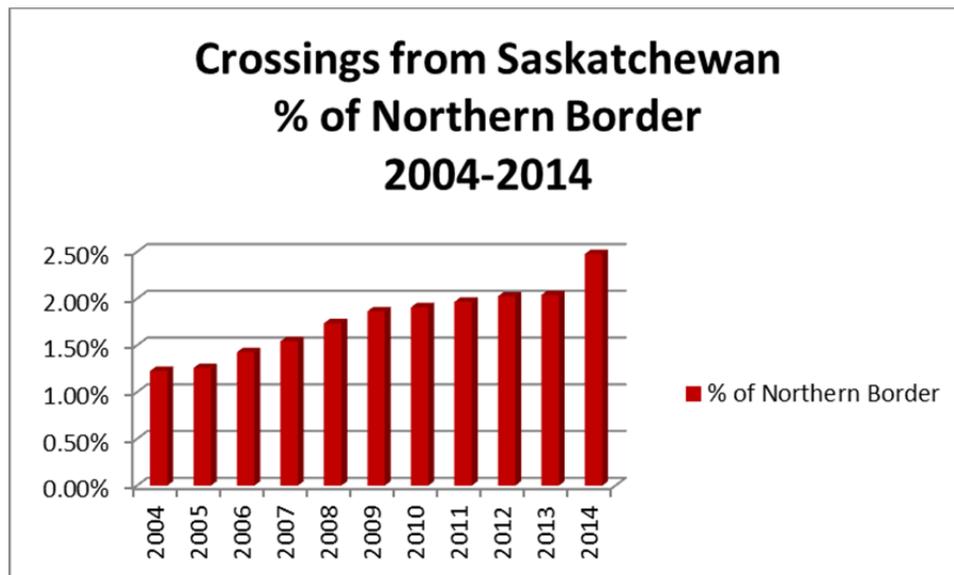
Saskatchewan

Again, this data looks at the same border crossings served by the Ports-to-Plains corridors that were evaluated in the Montana data above, but looks from the viewpoint of Saskatchewan. This data summarizes the eleven border crossings into Montana: Willow Creek, Turner, Morgan, Opheim, Scobey, Whitetail, and Raymond; and into North Dakota: Fortuna, Ambrose, Noonan, and Portal.

The number of truck crossings from Saskatchewan border crossings increased from a base of 84,659 trucks in 2004 by 69.78 percent to 143,734 trucks in 2014.

Saskatchewan's market share of the entire northern border increased from 1.23 percent in 2004 to 2.48 percent in 2014, an increase of 102.02 percent for the period.





Southern Border

The Southern Border data aggregates all the border crossings coming from Mexico into the United States and includes crossings into the states of Texas, New Mexico, Arizona and California.

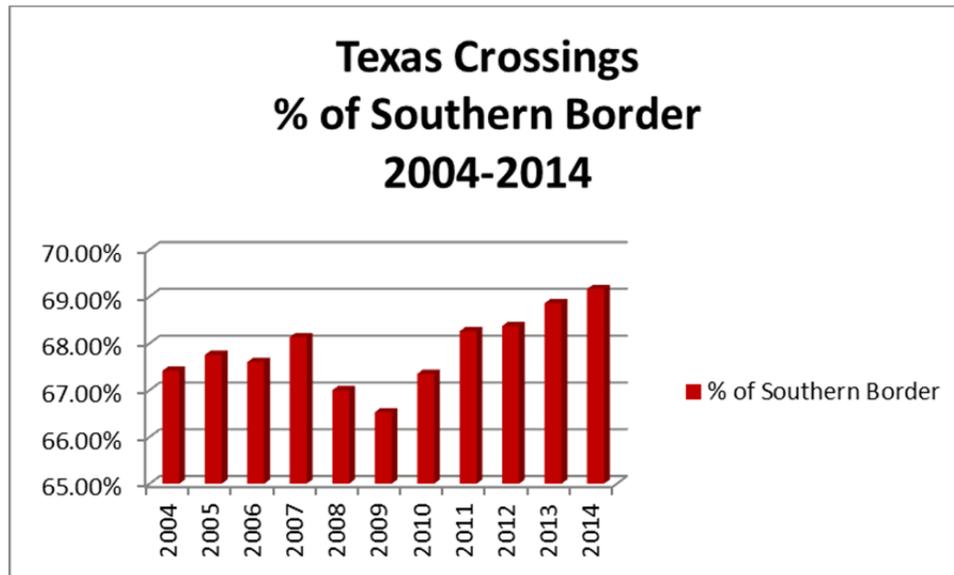
In 2014 the southern border saw its largest number of trucks moving from Mexico into the United States at 5,414,568 trucks. This was a 20.23 percent increase from 4,503,688 trucks in 2004.

Texas

Texas is served by eleven border crossings. Truck crossing at these eleven border crossings increased by 23.34 percent from 3,036,018 trucks in 2004 to 3,744,658 trucks in 2014.

In terms of market share of the entire southern border, the Texas border crossings have increased from a 67.41 percent share in 2004 to a share of 69.16 percent in 2014. This is a 2.59 percent increase in Texas' market share of the entire southern border from 2004 to 2014.



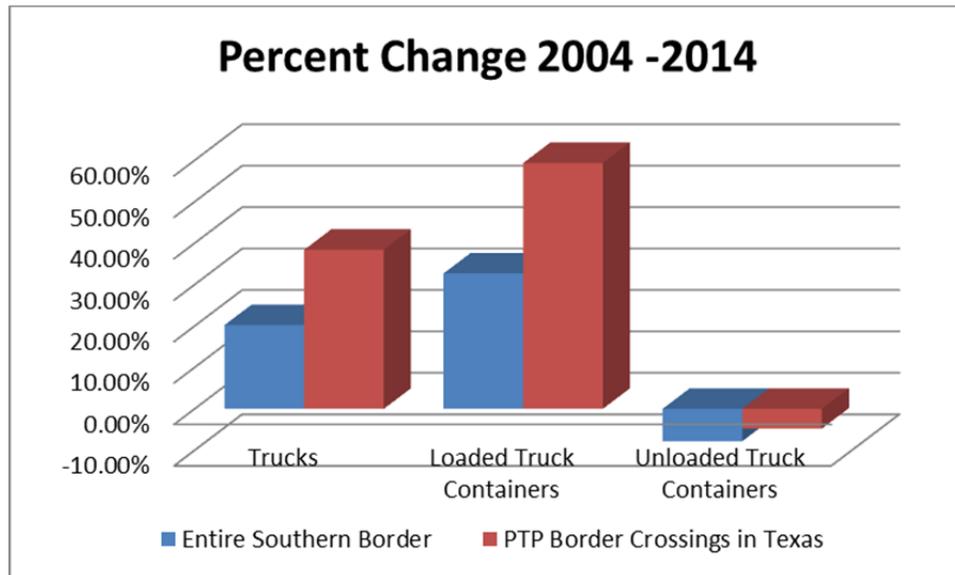


Ports-to-Plains Corridor

The Ports-to-Plains corridor serves three Texas border crossings: Laredo, Eagle Pass and Del Rio. Truck crossings at these three border crossings increased from 1,556,011 trucks in 2004 to 2,032,363 trucks in 2014, an increase of 38.39 percent for the period. This percentage increase outpaces both the percentage increases in the entire southern border and in the total eleven crossings in Texas.

In terms of market share, these three Ports-to-Plains corridor border crossings also exceeded the share growth of Texas. In 2004 the market share of these three border crossings was 34.55 percent and that has grown by 15.11 percent market share to 39.77 percent in 2014 when compared to the entire southern border. In comparison to all Texas border crossings, the market share was 51.25 percent in 2004, growing to 57.51 percent in 2014, a 12.20 percent increase in market share within Texas.





Laredo

The port of Laredo is the number one inland port between Texas and Mexico. In 2004 1,391,850 trucks entered Texas from Mexico. By 2014 Laredo saw a 39.95 percent increase for the period to 1,947,846 trucks.

Laredo's market share of the entire southern border has increased by 16.40 percent from 30.90 percent market share in 2004 to 35.97 percent in 2014.

When compared to all truck crossings in Texas, Laredo's market share of 45.84 percent in 2004 has grown to 52.02 percent in 2014, a market share increase of 13.46 percent for the period.

Eagle Pass

Eagle Pass accounted for 100,100 trucks in 2004 and has grown by 36.37 percent to 136,506 trucks in 2014. In terms of market share, looking at the market share of the entire southern border, it has grown 13.43 percent from 2.22 percent in 2004 to 2.52 percent in 2014. Looking at market share of the Texas border crossings, Eagle Pass has grown from 3.30 percent in 2004 to 3.65 percent in 2014, a 10.65 percent increase in market share.

Del Rio

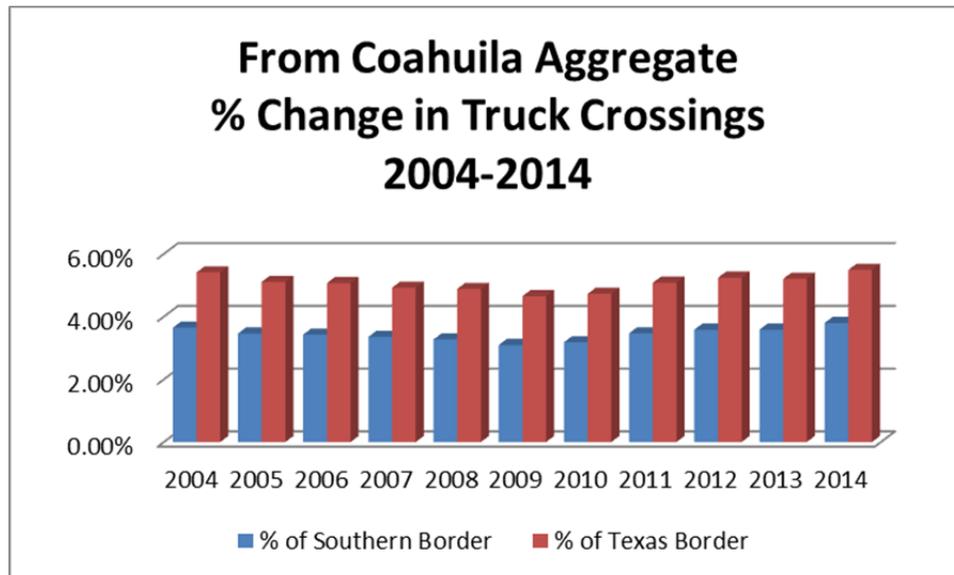
Del Rio continues to see an increase in trucks crossing from Mexico to the United States, but its market share of both the entire southern border and Texas is losing ground.

In 2004 64,061 trucks crossed into the United States from Mexico at Del Rio. That number grew by 7.78 percent to 69,048 trucks in 2014. Market share losses from 2004 to 2014 were 10.35 percent for the entire southern border and 12.61 percent for Texas.

Coahuila Aggregate

As with the northern border, this summary will look at the same data from the viewpoint of Mexico. It is important to note that this data, and all the other data in this summary, only looks at the entry point not the origin and destination of these trucks. Coahuila border crossings are an aggregate of Eagle Pass and Del Rio.

Coahuila saw an increase in truck crossings from 164,161 in 2004 to 205,554 in 2014, a 29.12% percent increase in truck crossings through the state of Coahuila. While that increase was healthy, its market share in terms of Texas increased by 1.52% percent from 2004 to 2014 and its market share of the entire southern border increased from 3.65 percent in 2004 to 3.80 percent in 2014, a market share increase of 4.15 percent for the period.

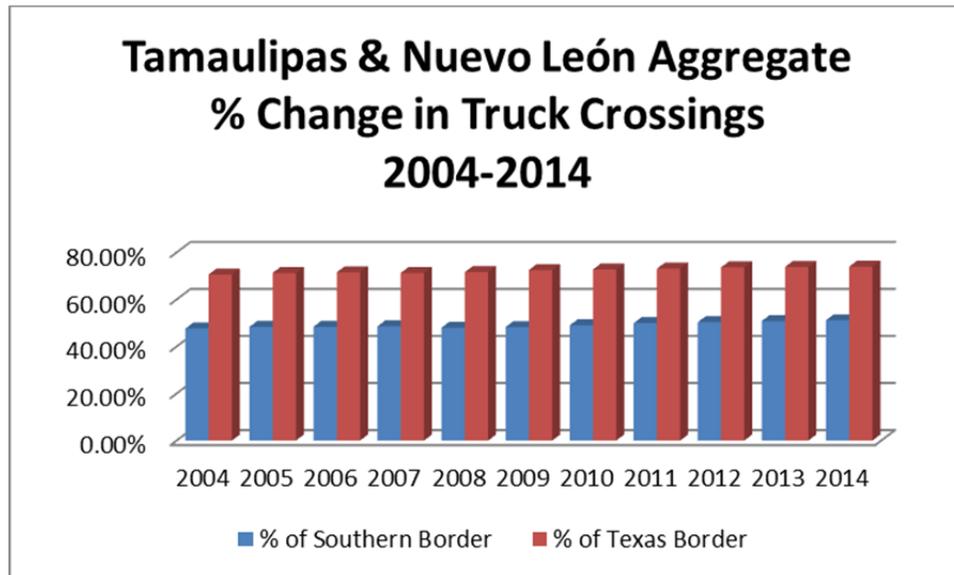


Tamaulipas & Nuevo León Aggregate

The Mexico states of Tamaulipas and Nuevo León are served by six border crossings in Texas: Laredo, Roma, Rio Grande City, Hidalgo, Progreso, and Brownsville.

Tamaulipas and Nuevo León saw a 29.12 percent increase in truck crossings from Mexico to the United States, from a base of 2,144,879 trucks in 2004 to 2,769,395 trucks in 2014.

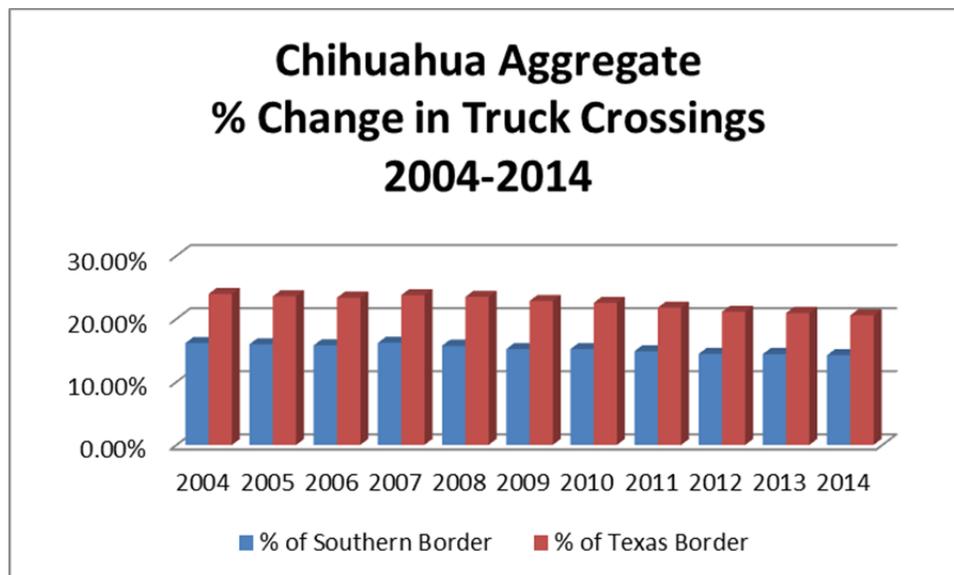
In terms of market share these states experienced a 7.40 percent increase in the market share of the entire southern border and a 4.68% percent increase in the market share enjoyed by Texas in the period from 2004 to 2014.



Chihuahua Aggregate

The state of Chihuahua is served by three border crossings in Texas: El Paso, Fabens (closed) and Presidio. In 2004 the aggregate of these border crossings saw 726,978 trucks crossing from Mexico into the United States. By 2014 truck crossings increased by 5.88 percent to 769,709 trucks.

With that modest increase, the market share of crossings from Chihuahua decreased by 11.93 percent of the entire southern border and by 14.16 percent of Texas.



Final Comments

The border crossings served by the Ports-to-Plains corridors including the original Ports-to-Plains corridor through Texas, the Heartland Expressway, the Theodore Roosevelt Expressway and the Camino Real, continues to prosper with a 78.13 percent increase in market share of the northern border and a 4.15 percent increase in market share of the southern border during the period from 2004 to 2014.

In raw truck crossings the Ports-to-Plains corridor served crossings of Laredo, Eagle Pass and Del Rio saw a 38.39 percent increase in the number of trucks crossing from Mexico to the United States reaching a total of 2,153,400 in 2014.

On the northern border, the increase in raw truck numbers was equally strong with an increase of 37.60 percent reaching 277,296 trucks crossing from Canada into the United States in 2014 using the Ports-to-Plains corridors.



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