



Removing the Barriers: Moving the Borders

Gerry Bruno
Vice President
Government Affairs



Outline

- A Look at the Past: YVR's North Star
- The Next 5 Years: Opportunities, Challenges & Solutions
- Fast Forward: Beyond 2020

A Look at the Past:

YVR's North Star

YVR's North Star: Pacific Gateway



北美與亞太門戶的首選機場

Policy & Facilitation Challenges

- Market Access Restrictions to U.S. and other international destinations
- High aviation fuel taxes
- Lack of International Terminal Capacity
- No Transit Facilities
- Dual Customs Process to the U.S.
 - Canada Customs/Immigration
 - US Preclearance
- Dual Visa Requirements



The North Star Strategic Plan

- **Sell the gateway:**
 - ☐ Market the vision to Asian and U.S. carriers
 - ☐ Market the vision to Ottawa
- **Build the gateway:**
 - ☐ New International Transit Terminal
 - ☐ New parallel runway
- **Enable the Gateway:**
 - ☐ US Open Skies
 - ☐ International Air Policy
 - ☐ Aviation Fuel Taxes
 - ☐ Intransit Preclearance
 - ☐ Transfer Departure Process
 - ☐ Transit Without Visa (TWOV)



Results

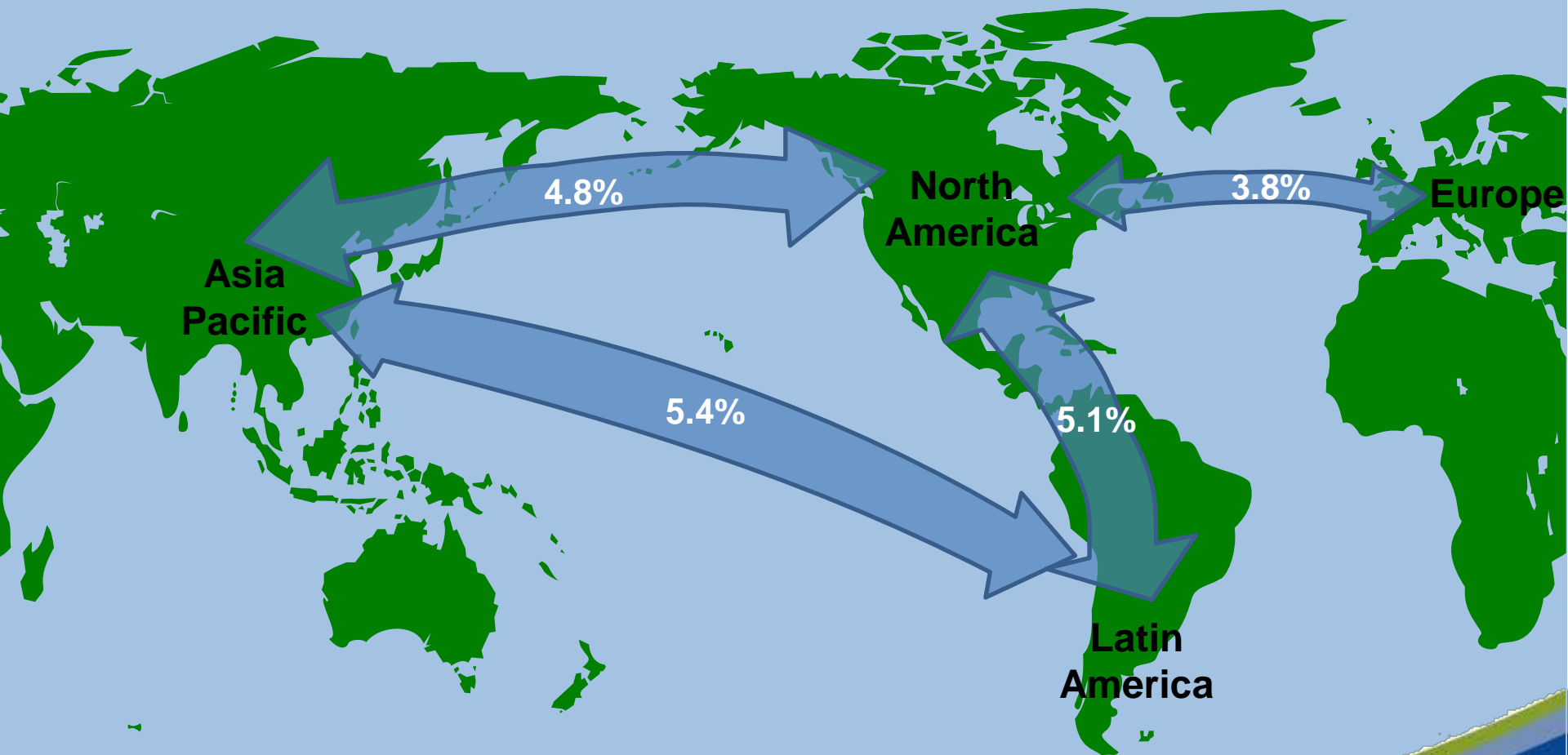
- ☑ Canada-US Open Skies-Phase I and new International Air Policy (1995)
- ☑ Aviation Fuel Tax Reductions (1993-95)
- ☑ New YVR International Terminal Building with International Transfer/Departure Facility (1996)
- ☑ In-transit Preclearance (1997)
- ☑ TWOV Pilot Program (1997)

...and then the world changed.

The Next 5 Years: Opportunities, Challenges and Solutions

Canada's Gateway Opportunities

Forecasted Average Annual Rates of Growth (to 2031)



Source: Boeing Current Market Outlook, 2012, Page 5

Key Enablers: Policies & Technology

- **Policy Enablers**

- Blue Sky Policy
- Asia Pacific Gateway
- Beyond the Border Action Plan

- **Technology**

- Automation to reduce costs and improve effectiveness
 - Next generation of self-service
 - Bag drop & self-boarding gates
- Information sharing & biometrics for better risk screening

- **Leading to Process Improvements:**

- Easy, seamless connections
- Reduced Minimum Connect Times



Current Gateway Facilitation Initiatives

- Passenger Transfer Improvements
 - Transfer Departures Facilities Pilot
 - International to Domestic Transfers
- Security Screening Changes
 - Re-screening elimination
 - One-stop security
- New Transit Market Expansion
 - Transit Without Visa Expansion
 - China Transit Program



Border Automation: ABC and APC



- **Partnership with border agencies (CBP and CBSA)**
- **Results since 2009**
 - 98% customer satisfaction
 - Reduced queues
 - Deferred facility expansion
 - Reduced manual processes for officers
 - Higher number of passengers that can be processed
- **Major expansion planned**

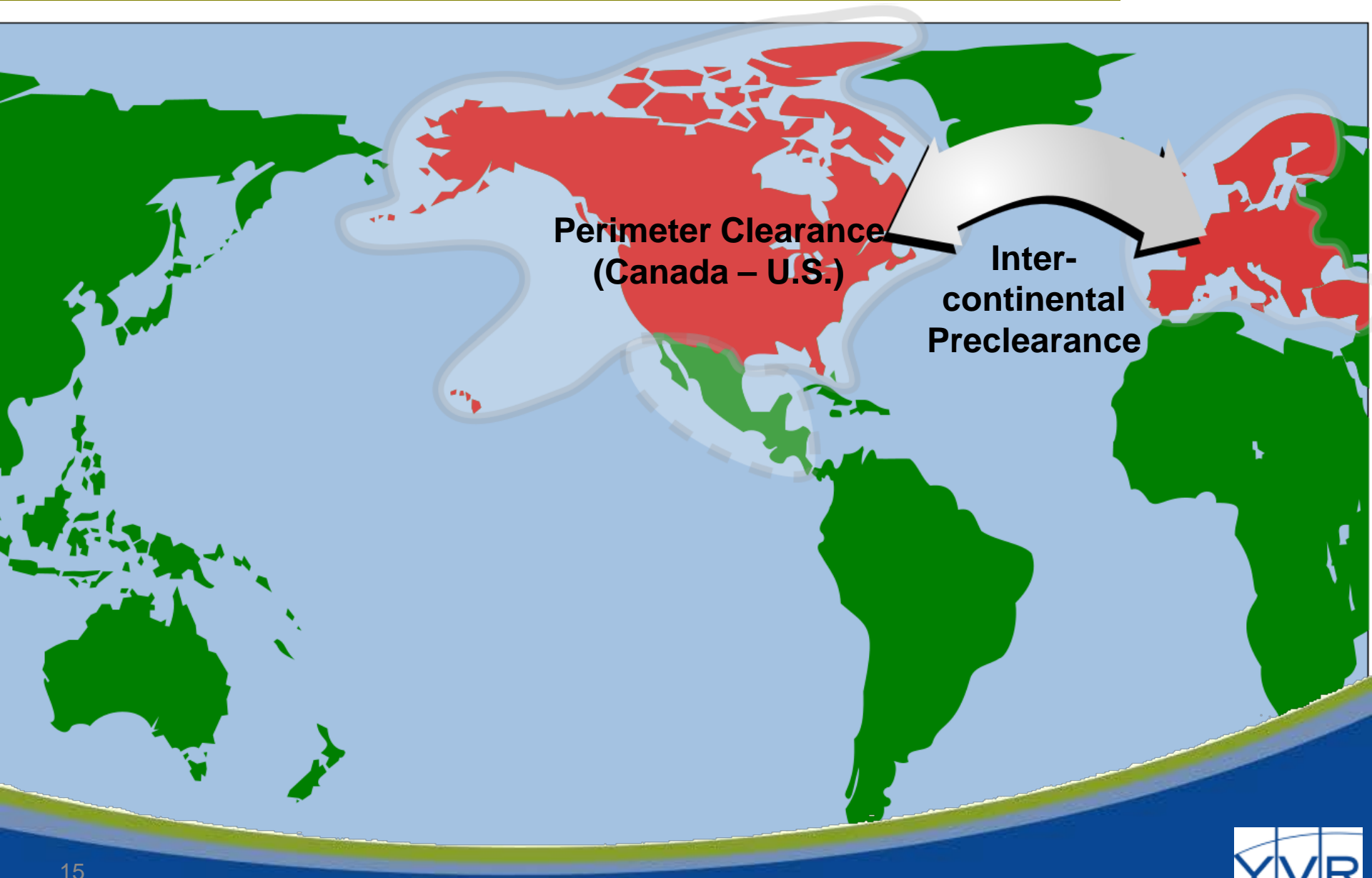
Canada-US Beyond the Border Action Plan

- Improve screening processes
 - NEXUS members to receive benefits of keeping shoes on, laptops in bags
 - Benefits at both CATSA and TSA checkpoints
- Evolve “pre-clearance”
 - Next phase of US-Canada relationship in air, land and cruise preclearance
- New ways to push the border out
 - Electronic Travel Authorization
 - Entry/Exit information system



Fast Forward: Beyond 2020

Inter-Continental Preclearance



1 FLIGHT BOOKING



1 FLIGHT BOOKING



2 AT THE AIRPORT

P U D O N G

2 AT THE AIRPORT



**IDENTITY CONFIRMED
WU ZHEN YU**

SHANGHAI AIRLINES



**SEAT CONFIRMED
3A UPGRADED**



**YOU ARE
PRE-CLEARED**

3 SECURITY SCREENING



**SCREENING
LEVEL + SPEED**



WU ZHEN YU

US

low
risk

CAN

low
risk



3 SECURITY SCREENING

Higher scrutiny
& slower speed for
High risk



4

FLIGHT & CONNECTION

SHANGHAI

VANCOUVER

NEW YORK



Concluding Remarks

- Canadian airports face
 - Mature domestic and N. American market
 - Potential growth in
 - emerging international markets (Latin America, Asia)
 - gateway traffic
- Fast and easy connections are vital to gateway success
- Climate is right for accelerating changes:
 - Trade-focused Policies
 - Gov't/Industry Collaboration for Process Improvements –e.g. ACC
 - Shared Vision for seamless travel
- Next five years will build the foundation for removing the barriers:
 - ABC, other process improvements and new technologies
 - US-Canada Beyond the Border implementation