

Office of the President and  
Chief Executive Officer

Cabinet du président  
et chef de la direction

October 12, 2012

Dear Chamber Members:

As you are aware, the Canadian Chamber of Commerce has been a very vocal advocate of the construction of a New International Trade Crossing (NITC) between Windsor and Detroit. Unfortunately, efforts to build this bridge continue to be frustrated by special interests in the region. Over the next few weeks tens of millions of dollars are expected to be funneled into this “counter NITC” campaign.

The Michigan-Ontario region is a significant international gateway and a core component of our bilateral trading relationship. The Detroit-Windsor corridor alone handles approximately 25 to 30 percent of all trade between the U.S. and Canada. This New International Trade Crossing is one of the most critical and badly needed infrastructure projects in North America.

This November, Michigan’s ballot will contain various proposals, including Proposal 6. The sponsors of the proposal seek to stop the construction of any new international bridges or tunnels. Promoted by special interests, this proposal would only create unnecessary red tape and could significantly delay construction on future international crossings – included the NITC.

North American companies that want a second crossing in the region must show their support. I have attached a Fact Sheet which explains the details of the new crossing and urge you to not only share this information with your employees but also to contact Mr. Mark Butler, Communications, Windsor Gateway Project, Transport Canada for more information on how you can help. Mark's e-mail is [mark.butler@tc.gc.ca](mailto:mark.butler@tc.gc.ca).

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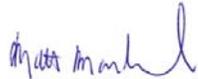
Sincerely,

A handwritten signature in black ink that reads "Perrin Beatty". The signature is written in a cursive style with a large initial 'P'.

Perrin Beatty  
President and CEO  
The Canadian Chamber of Commerce

A handwritten signature in black ink that reads "Allan O'Dette". The signature is written in a cursive style with a large initial 'A'.

Allan O'Dette  
President & CEO  
The Ontario Chamber of Commerce

A handwritten signature in blue ink that reads "Matt Marchand". The signature is written in a cursive style with a large initial 'M'.

Matt Marchand  
President & CEO  
The Windsor-Essex Regional Chamber of Commerce