

NOV 05 2012



HOTEL ASSOCIATION OF CANADA
ASSOCIATION DES HÔTELS DU CANADA

Scott MacAulay, Chair
Darlene Grant Fiander, President
Tourism Industry Association of Nova Scotia
2089 Maitland Street
Halifax, Nova Scotia B3K 2Z8

Dear Scott and Darlene,

This is in reply to your letter dated October 4, 2012 regarding Open Skies.

The Hotel Association of Canada supports and is committed to Open Skies globally. The HAC has long recognized that Open Skies stimulates competition amongst carriers and improves access to Canada by international travellers.

The HAC record of supporting Open Skies goes back nearly 20 years. In 1993 the HAC was appointed to the original Canada-United States Open Skies Advisory Committee. On February 24, 1995 the Canada United States Open Skies Agreement was signed allowing both Canadian and American air carriers the right to establish direct links between any pair of cities located on either side of the border. It should be noted that within three years a total of 79 new routes were established between the two countries and that Canadian carriers converted 28 routes from charter to scheduled. The economic impact on the Canadian lodging industry was experienced almost immediately as evidenced by incremental growth of international brands in our country.

The HAC remains committed to Open Skies globally.

Sincerely,

A handwritten signature in blue ink, appearing to read 'AP Pollard', is written over a horizontal line.

Anthony P. Pollard
President

CC Gopal Rao, Chair TIAC
Hank Stackhouse, Chair, HAC
David Goldstein, President, TIAC
Aly Rehemtulla, HANS

Hotel Association of Canada

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