



October 4, 2012

Mr. David Goldstein  
President and CEO  
Tourism Industry Association of Canada  
600-116 Lisgar Street  
Ottawa, ON K2P 0C2

Mr. Tony Pollard  
President  
Hotel Association of Canada  
130 Albert Street, Suite 1206  
Ottawa, ON K1P 5G4

2089 Maitland Street  
Halifax, Nova Scotia B3K 2Z8

Tel. 902.423.4480  
800.948.4267  
Fax. 902.422.0184

[www.tians.org](http://www.tians.org)



Dear David & Tony:

The TIANS Board recently held a Board Retreat to look at provincial and national issues impeding growth, including the challenges around the CTC.

After reviewing the issues and having a lengthy conversation regarding the structural challenges facing the sector, which both TIAC and HAC have strongly outlined on numerous occasions, the TIANS Board came back to what it feels is the main policy issue impeding sector growth. The lack of Open Skies policy for Canada is the single most important issue that could have the most significant impact on economic growth.

The growing attention around the high cost of travel; the recognition of cross border airline purchases; the recent report produced by the Senate Committee and growing media attention is providing an opportune time for a strong public lobby effort.

One of the challenges we face as an industry is not solidifying on issues and using the tremendous capital that exists across the country to move one issue forward. We believe a national campaign on this issue alone, which is supported from coast to coast through the provincial tourism associations, could have a significant impact at a time when conversations are taking place by senior policy makers on air competitiveness. Recent polls indicate strong public support for more competition and we believe now is the time for our national associations to come together in a coordinated and focused campaign to effectively move policy around this important issue.



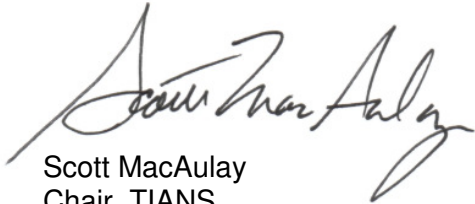
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TIANS offers our full support and partnership as you consider what could be done in a timely national public relations campaign and are open to considering some level of financial contribution. Open Skies would mean we are truly open for business and addressing this issue would immediately mitigate some of the other challenges we are facing.

We look forward to your perspective on this.

Sincerely,



Scott MacAulay  
Chair, TIANS



Darlene Grant Fiander  
President, TIANS

cc Gopal Rao, Chairman, TIAC  
Hank Stackhouse, Chairman, HAC  
Patrick Sullivan, CEO, NSTA  
TIANS Board