

February 1, 2012



Honourable Denis Lebel
Minister of Transport
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Dear Minister Lebel:

On behalf of the Board of Directors of the Tourism Industry Association of Nova Scotia, we are writing to express our support for a long-term approach to ferry services between Digby, Nova Scotia and Saint John, New Brunswick.



TIANS has been advocating for a long-term solution for ferry service into Nova Scotia, as the ongoing short-term solutions regarding ferry service into the province have not helped the economy as we strive to build tourism and trade into the province.



Those interested in doing business in Nova Scotia need confidence in the distribution systems. The travel trade industry, including motor coach, plan and sell their trips years in advance. From a trade perspective, the additional costs of transportation without ferry routes greatly affect business competitiveness. Over the past few years there have been studies done on the economic impact of ferry services and numerous studies related to the importance of these marine routes. As well, tourism, fishing, agriculture and trucking sectors are all negatively impacted when there is a disruption or possible disruption in these important routes. As was noted in research from your department, a 2009 study estimated the direct economic benefits are estimated at \$46 million into regional economies as a result of the Digby/Saint John and Pictou/Caribou.



Tourism is a 1.8 billion dollar industry which employs over 35,000 Nova Scotians and generates over 225 million in tax revenue. The Nova Scotia tourism industry, as well as other sectors, has been dramatically affected with the cancelled service into Yarmouth and further erosion of ferry service especially at Digby would have a devastating impact on the regional economy. It is important that all levels of government recognize that ferry routes are an important part of our provincial infrastructure.

We urge Transport Canada to support this crucial investment of infrastructure that will contribute to a healthier Atlantic Canada economy.

Sincerely,

Darlene Grant Fiander
President, TIANS

cc Honourable Greg Kerr, Member of Parliament for West Nova
TIANS Board