



Canadian
Manufacturers &
Exporters
Manufacturiers et
Exportateurs du
Canada



February 15, 2006

The Honourable Dalton McGuinty
Office of the Premier of Ontario
Legislative Building
Queen's Park
Toronto ON M7A 1A1

The Honorable Jennifer M. Granholm
Office of the Governor
P.O. Box 30013
Lansing, Michigan 48909

Re: Support for a New Windsor/Detroit Border Crossing

Dear Premier McGuinty and Governor Granholm:

We are writing you on behalf of the members of Canadian Manufacturers & Exporters (CME) and the National Association of Manufacturers (NAM) to reiterate the clear business need for a new crossing at the Detroit-Windsor corridor, and to show our support for progress made in the border-crossing selection process.

The Province of Ontario and State of Michigan as well as our two national economies stand to benefit greatly from the construction of a new border crossing at Detroit-Windsor. The Detroit-Windsor border is the busiest trade corridor in the world. Over \$1.1 billion in goods cross between our two countries every day, and the US does about as much business across the border in the Detroit-Windsor area as it does with Japan.

Enhanced capacity in this corridor would pay immeasurable dividends to both economies at the local, regional and national levels. Current border delays are estimated to cost between seven and 10 per cent of total bilateral trade. Minimizing these delays at our busiest crossing would potentially inject billions of dollars worth of investment and jobs into both of our economies. It would also improve North American manufacturing productivity currently facing strong competition from Europe and Asia.

Conversely, the current problems at the Detroit-Windsor gateway, including the lack of sufficient access for low-risk traffic, undercut our companies' ability to compete in the global marketplace. This hurts the economies of both Canada and the United States. Our organizations have written our government leaders stressing the importance of eliminating bottlenecks at the Detroit-Windsor corridor, and we support measures taken to increase capacity at our border crossings without sacrificing security or impeding the movement of low-risk traffic.

We commend our governments for taking steps to move the border crossing selection process forward. While we recognize that decisions on infrastructure improvements are subject to multi-tiered and often overlapping and conflicting jurisdictional mandates, we encourage all levels of government to continue to work together to ensure that construction of a new Detroit-Windsor crossing begins by 2010. Improving the Detroit-Windsor corridor is not just a local or regional matter. It is of vital importance, since the lack of backup capacity in this corridor poses an unacceptable risk to the economic security of both countries and may invite terrorist activity.

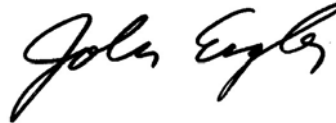
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We believe that our governments have what it takes to achieve real progress and set the stage for further improvements in the years ahead. We look forward to working with you to ensure that our border crossings continue to contribute to the security of the world's most important economic partnership.

Sincerely,



Perrin Beatty
President & CEO
Canadian Manufacturers & Exporters



John Engler
President & CEO
National Association of Manufacturers

Cc: Canada:
Mr. Dave Wake, Windsor Projects Coordinator, Ministry of Transportation
The Honourable Stockwell Day, Minister of Public Safety
The Honourable Lawrence Cannon, Minister of Transport, Infrastructure, and Communities
The Honourable Harinder Takhar, Ontario Minister of Transportation
The Honourable Eddie Francis, Mayor of Windsor
The Honourable Alain Jolicoeur, President, Canada Border Services Agency
Ms. Helena Borges, Director General Special Projects, Transport Canada
Mr. William Elliot, National Security Advisor to the Prime Minister
Mr. Michael Kergin, Ontario Premier's Special Advisor on Border Management

United States:
Mr. Mohammed Alghurabi, P.E., Senior Project Manager, Michigan Department of Transportation
The Honorable Michael Chertoff, Secretary of Homeland Security
The Honorable Deborah J. Spero, Acting Commissioner, U.S. Customs and Border Protection
The Honorable Norman Y. Mineta, Secretary of Transportation
The Honorable Rick Capka, Acting Administrator, U.S. Federal Highway Administration
Gloria J. Jeff, Director, Michigan Department of Transportation
Kari Johnson, Secretary, Michigan Department of Transportation
The Honorable Kwame Kilpatrick, Mayor of Detroit
Joe Corradino, DRIC Project Manager

Canadian Manufacturers & Exporters is run by business, for business. Its members account for 75 percent of Canada's industrial output and 90 percent of its exports. Over the past eight years, CME's members have been responsible for over 45 percent of the new jobs created in the Canadian economy.

The NAM is the largest industrial trade association in the United States, representing small and large manufacturers in every industrial sector and in all 50 states.