



July 26, 2013

The Right Honourable Stephen J. Harper
Prime Minister of Canada
Office of the Prime Minister
Langevin Block
80 Wellington Street
OTTAWA
K1A 0A2

Dear Prime Minister,

I am writing on behalf of our member companies, which collectively represent every industrial sector of the economy, on a matter of considerable significance to Canada's telecommunications industry. Although the Canadian Council of Chief Executives (CCCE) generally does not take a position on sector-specific issues, our Board feels there are broader principles at stake that have implications for all CCCE members.

We acknowledge the government's commitment to a more open economy, and will support initiatives intended to bring this about in all sectors.

Your government has clearly indicated its desire for increased competition in the telecommunications sector. While we as a Council support that objective, we also believe that public policy should not discriminate against Canadian companies in favour of large foreign operators.

In that context, we respectfully ask that federal telecommunications policy reflect the following principles:

- I. Domestic and foreign companies should have equal access to bid on scarce wireless spectrum. (We note that an open, competitive auction that does not favour foreign operators would likely have the added benefit of increasing government revenues.);

- II. Domestic and foreign companies should have equal opportunity to pursue acquisitions of smaller telecommunications companies within Canada; and,
- III. Large foreign firms wishing to enter the Canadian market should be subject to the same infrastructure build-out requirements that apply to incumbent Canadian firms.

Prime Minister, a healthy investment climate requires clarity, fairness and predictability in government policy and regulation. This is critical to fostering economic growth and to enhancing the ability of Canadian firms to provide quality goods and services to Canadian consumers.

On behalf of my Board, you can count on our full support for policies that ensure a competitive telecommunications marketplace in which Canadian and foreign enterprises are treated equally.

Sincerely,

A handwritten signature in blue ink, appearing to read "John Manly". The signature is fluid and cursive, with the first name "John" being more prominent than the last name "Manly".

cc. The Honourable James Moore
Minister of Industry