

July 29, 2010

The Honourable Lawrence Cannon
Minister of Foreign Affairs
Foreign Affairs and International Trade Canada
125 Sussex Drive
Ottawa, Ontario K1A 0G2

The Honourable Tony Clement
Minister of Industry
Industry Canada
235 Queen Street
Ottawa, Ontario K1A 0H5

Office of the President and
Chief Executive Officer

Cabinet du président
et chef de la direction

The Honourable Peter Van Loan
Minister of International Trade
Foreign Affairs and International Trade Canada
125 Sussex Drive
Ottawa, Ontario K1A 0G2

The Honourable Vic Toews
Minister of Public Safety
Public Safety Canada
269 Laurier Avenue West
Ottawa, Ontario K1A 0P8

Dear Ministers:

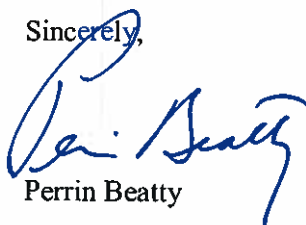
Canadian exporters face a widening competitive gap with their peers in the United States, the European Union and other jurisdictions, where export control processes and procedures are more expeditious. Canada's global trade competitors have extensively reformed their approach to the administration of export controls in order to facilitate the legitimate trade of strategic goods and technology with like-minded countries. The United States and E.U. countries allow the export of a wide range of such goods and technology to friends and allies without government approval.

Canada's export control policies and procedures have not kept pace. Canadian strategic goods and technology are still subject to a long, burdensome individual licensing process when exported to allied and friendly countries. This hinders the timeliness and reliability of our exporters' operations and their ability to compete in the pursuit of global business opportunities.

The Canadian Chamber of Commerce supports moves to bring Canada's export permit system more in line with those of our allies and friends, especially the United States. The paper issued by I.E. Canada on July 15, 2010, *Canada's Export Control System: Time for Review – Need for Reform*, makes four key recommendations relating to the implementation and duration of new General Export Permits, the adoption of controls for encryption goods and technology and the establishment of a service strategy by the Export Controls Division of the Department of Foreign Affairs and International Trade, which we believe would be effective to that end.

The Canadian business community appreciates the government's efforts to open new global trade and investment opportunities for Canadian companies, and it regards the reform of export controls on commerce with like-minded countries as an important step to move Canada forward.

Sincerely,


Perrin Beatty

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