



THE CANADIAN CHAMBER OF COMMERCE

LA CHAMBRE DE COMMERCE DU CANADA



July 21, 2009

The Honourable Stockwell Day, P.C., M.P.
Minister of International Trade
Foreign Affairs and International Trade Canada
125 Sussex Drive
Ottawa, ON K1A 0G2

Dear Minister:

The U.S. Chamber of Commerce and the Canadian Chamber of Commerce, in collaboration with members, Chambers, and 47 Canadian and U.S. associations, have come together to collect specific, near-term and practical recommendations on what can be done to reduce border-related costs while strengthening security.

Approximately 7.1 million jobs in the United States and 3 million jobs in Canada derive from the \$1.6 billion in two-way trade crossing our shared border every day. In the midst of an economic downturn, with costs escalating and offshore competition growing, there is an urgent need to reduce border costs and facilitate the movement of low-risk cargo and travelers.

If we are to emerge from the global economic downturn stronger and more competitive, we believe it is necessary for Canada and the United States to work together toward advancing near-term and achievable border facilitation. The enclosed binational and collaborative report entitled *Finding the Balance: Shared Border of the Future* offers recommendations to the Canadian and U.S. governments to increase participation in trusted shipper and traveler programs and efficiently use border resources to facilitate the movement of legitimate trade and travel. The report's

recommendations all incorporate inter-dependent strategies to achieve a mutually beneficial balance between North American security and competitiveness.

We would be pleased to further discuss these issues with you at a time of your convenience.

Sincerely,



Perrin Beatty
President and CEO
Canadian Chamber of Commerce



Thomas J. Donohue
President and CEO
U.S. Chamber of Commerce