

From: Stephen Goddard  
Sent: August 16, 2006  
To: Telecom Submissions  
Subject: Attention: Director General, Telecommunications Policy Branch,  
Industry Canada re Policy Directive to the CRTC

Dear Director General,

I have copied you on a letter that I have sent to my Member of Parliament regarding your Policy Directive to the CRTC. I am very concerned that the proposed wording in the directive concerning mandated wholesale access to services provided by incumbent local exchange carriers will result in less competition, less innovation and higher prices to consumers for telecommunication services. In New Brunswick, where Aliant holds a virtual monopoly over most telecommunication services, the CRTC's ability to mandate wholesale services is of critical importance. It has taken three years for the CRTC to force Aliant to file a wholesale ADSL tariff and it took a proactive review of the tariff and a significant adjustment to Aliant's proposal by the CRTC to affect a reasonable tariff for the region.

If you provide a directive that does not allow the CRTC to continue to mandate wholesale services, regions such as New Brunswick will suffer competitively from Aliant's undue market power. The CRTC must retain its ability to regulate wholesale services of incumbents, particularly in regions where incumbents still hold tremendous influence in the market. Competitive services cannot be provided without access to networks controlled by incumbents and incumbents have shown that they will not provide such competitive access unless compelled to do by the CRTC.

Please amend your directive to the CRTC, as suggested in the attached letter, so that they may continue to work toward a fair and competitive telecommunications marketplace in Canada, and in particular New Brunswick.

Regards,  
Stephen Goddard  
Ballast Capital  
506-333-7207