

**Coalition québécoise de fournisseurs d'accès Internet  
Coalition of Quebec Internet Service Providers**

and



Sophie Leger  
President, Inter.net Canada Ltd.  
legers@uniserve.com  
and spokesman for the Coalition

Elliot Noss  
President and Chief Executive Officer  
TuCOWS, Inc.  
96 Mowat Avenue  
Toronto, Ontario  
M6K 3M1  
enoss@tuCOWS.com

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Mr. Len St. Aubin  
Director General, Telecom Policy  
Department of Industry  
300 Slater Street  
Ottawa, Ontario  
K1A 0C8  
[St.aubin.len@ic.gc.ca](mailto:St.aubin.len@ic.gc.ca)

[telecom@ic.gc.ca](mailto:telecom@ic.gc.ca)

**Policy Direction to the CRTC**

**Canada Gazette, Part 1, June 17 2006**

Dear Mr. St Aubin,

The Coalition of Quebec Internet Service Providers and TuCOWS have joined forces in making comments on the proposed Order in Council.

Information about the Coalition of Quebec Internet Services Providers can be found at <http://www.quebecispcoalition.ca/>. The Quebec Coalition consists of fifteen Internet

Service Providers with roughly 400 employees among them. They are directly and strongly affected by the proposals of the government. Indeed, their businesses are faced with extinction by regulatory fiat as a possible result of this Policy Directive.

Tucows Inc. (AMEX:TCX, TSX:TC) provides Internet services and download libraries through a global distribution network of 6,000 service providers. This distribution network primarily consists of web hosting companies, ISPs (Internet Service Providers) and other Internet related service companies. These companies use Tucows' provisioned services to offer solutions to their customers: enterprises, small and medium businesses and consumers. Tucows business, and that of its customers, depend entirely on fair and reasonable access to a vibrant and competitive global Internet.

Tucows has approximately 175 employees in Toronto, Canada. Further information about the company can be found at <http://www.tucowsinc.com/>

Both Tucows and the ISPs look with grave concern on the parts of the draft directive. They are worried that, if the Directive is not significantly amended, the result will be a significant strengthening of the incumbent cable and telephone carriers against ISPs and applications service providers, such as Tucows. In short, the Directive will work exactly in the opposite sense than the government believes and intends it will.

We are concerned that:

- 1) the directive does not sufficiently account for market power in its design philosophy and
- 2) its specific direction against “non-essential” facilities is mistaken, for reasons we think are rational and consistent with where competition now is relevant in an Internet-dominated telecommunications market. The distinction between “essential” and “non-essential” categories is not a useful way of thinking about the contemporary problems of Internet access.

We will be seeking to speak to the Minister about these matters.

We thank you for your careful consideration of the attached comments.

Yours sincerely,

Sophie Leger

Elliot Noss