

Thursday, May 8, 2014

Public Hearing re Case Number M04994 – In the Matter of Discounting Methods Used in the Motor Coach Industry

Statement:

The Halifax Chamber of Commerce is a best practice, business advocacy organization that continuously strives to make Halifax an even more attractive city to live, work and play. Together, the 1700 member businesses, the majority of which are small businesses, act as a single voice to promote local business interests.

The Chamber would like to note its concerns regarding possible changes resulting from this hearing that could impact the competitiveness of our city in attracting business activities that create a vibrant downtown. The Chamber's Strategic Plan embraces the goal to "create a positive business environment" for Halifax. We would be concerned if any decision from this hearing could have an adverse impact on the attractiveness and competitiveness of the business environment.

We would add our voice to the Tourism Industry Association of Nova Scotia and support permitting Motor Coach operators to decide their own discount percentages to the allowable maximum. Motor Coach operators are in the best position to make decisions regarding their own pricing models taking into consideration business volumes and business sustainability. The ability to discount is standard practice and allows a company to respond to each business case and make appropriate competitive bids for that business.

It is critical that any policy direction allows our city, region and province to remain competitive, retain business and nurture growth. If policy changes limit our businesses ability to attract and retain business or creates adverse conditions which remove opportunities, such changes would not seem to be in the best interests of our city.

We would hope you would take such concerns into consideration in your deliberations.

Thank you for your time.

Regards,



Nancy M. Conrad
Senior Vice President, Policy
Halifax Chamber of Commerce