



YOUR
QUICK
GATEWAY
(WINDSOR)

Windsor International Airport
3200 County Rd. 42
Windsor, Ontario,
Canada, N9A 6J3

phone: 519-969-2430
fax: 519-969-6053
web: www.YQG.ca

LET WINDSOR INTERNATIONAL AIRPORT BECOME YOUR QUICK GATEWAY TO THE WORLD

Presented by Federica Nazzani, Airport General Manager, Windsor International Airport HUB'09 Conference, Caesars Windsor, Windsor ON (May 6, 2009)

Good morning and thank you for the privilege to speak with you regarding this important and critical economic development strategy for Windsor Essex and in particular Windsor International Airport.

Please enjoy the video behind me as we walk through a firsthand look at today's Windsor International Airport.

As we have heard this morning, Windsor Essex is truly at the apex of transportation, connecting customers and businesses through an integrated network of rail, sea, highway and air. Globalization, open markets, free trade, global supply chain all center on the efficient and safe movement of goods and people and as such has fostered new and transformed old economies through history, 17th and 18th century water vessels, 19th century railroads, 20th century highways, and today, 21st century airports. Each has provided the critical link for business location and urban development. Early pioneers in multi modal transportation include airports such as Frankfurt, Amsterdam and Dallas Fort Worth. What we all share in common is location, accessibility and connectivity, strengths which we in Windsor Essex enjoy; how we differentiate from our competition is through a customized transportation infrastructure, diversified service offering and niche business opportunities to meet future demands in transportation and logistics.

Windsor International Airport (YQG) is currently operated by Your Quick Gateway, for many, its acronym YQG is the airport code. We are structured as a federal share corporation wholly owned by the City of Windsor and governed by an independent Board of Directors. Their mandate is to provide leadership and guidance in the formulation of strategic goals and objectives for the future growth of the Airport and its stakeholders.

As a key transportation infrastructure of the Region, we are the only commercial Airport serving the surrounding communities of Essex and Kent County, with an aggregate population exceeding

YOUR QUICK GATEWAY

500,000. It is situated on an international border between Canada and the United States, with a population approaching 5 million within 45 minutes of YQG the largest catchment area in Canada. Windsor International Airport is a full service airport, with a range of services, equipment and facilities required to meet the aviation needs of private, business and corporate pilots worldwide today. But plans are underway to meet the possibilities for tomorrow, starting by the relationships that we garner with businesses like yours.

We are the only location in North America where air traffic control is operated in collaboration with the FAA. Situated on a favourable flight route, with the busiest North American air intersection just above Cleveland, we offer exceptional efficiencies for air carriers. We together with our partners provide on site fire and rescue and security coverage, aircraft ground handling, refueling, de-icing, in-flight catering as well as 24hr Canada Customs, capable of handling complete off-load of a wide body aircraft and complete Canadian Inspection Services.

YQG maintains the longest runway between Detroit and Toronto and as the southernmost point in Canada, boasts the most clear, dry and bare pavement days in Ontario and Michigan which reinforces the safety and reliability for air transport. With no noise, load or curfew restrictions, no air or ground congestion leading to rapid turnaround of aircraft, ample parking and easy access to ground, rail and sea routes, YQG is the ideal choice for shipping speed, quality and versatility. In addition, YQG has the fiscal flexibility to make aviation fees, landing fees and leasing rates among the lowest in Canada in order to compete for market share. We make it easy to connect with freight forwarders, customs brokers and other companies in the cargo distribution network and offer a fast and cost effective way to transport products throughout North America and the world. Our ability to customize a transportation solution makes YQG an attractive and profitable gateway for business.

Positioned geographically in the heart of the Great Lakes, YQG is situated within 500 miles of key population centers and the largest industrial markets in Canada and United States. Local manufacturers can reach 125 million people, 90% of all assembly plants and 60% of both U.S. and Canadian manufacturing capabilities within a day's trucking time. It has the capability to provide unparalleled exposure to an extensive number of corporations doing business in continental North America and looking to expand its borders to Europe, Asia and Latin America. With efficient access to the NAFTA trade corridor, ease of use and proximity to other modes of transportation, YQG is poised to develop as an integral component in a multi-modal logistics system for global cargo distribution needs.

We are a large regional airport measured by area footprint, comprising 2000 acres of Airport land within the fence. Approximately 1100 acres have been identified surplus and earmarked for a variety of commercial and industrial development for aeronautical and non aeronautical related businesses. Designated as an international transshipment point, multiple acres are available for lease opportunity with airside access for various aviation-related cargo and maintenance operations, intermodal facilities and situated at the international crossing ideal for possible Export Distribution Centres, comparable in part to foreign trade zones in the US.

YQG is in an enviable position to be planning for the Airport of the future, transforming this Region. Embarking on our land use Master Plan for the 2000 acres, we are working in collaboration with the City's plan for the 4,000 Greenfield development acres surrounding the Airport. A total of 6,000 acres will permit us to design and plan the transportation infrastructure for future use and growth, which includes permitted land uses and road and rail connections. To give you an idea of the magnitude of the development potential, the largest Airport in Canada, Toronto Pearson comprises of 4,400 acres, 2/3 of the potential area available for Windsor International Airport and related businesses, untapped potential with an unencumbered ability to build modern, efficient infrastructure and facilities that suit the future needs of this industry.

The Airport boundary is bordered by 2 international rail corridors, CN and CP, just 2 kms from Hwy 401, 7 kms from Canada-US crossing and deep water shipping docks, a multi modal centre within a City core. By linking the US network of airports, port, railways and highway in Detroit and Michigan, the 'Aerotropolis' planning and design, we create a true-international mega multi modal network which cannot be surpassed anywhere in North America. To transform this Region for logistics, distribution and global commerce, a link in the new global economic supply chain, and a gateway to connect people, customers and partners worldwide, we must be faster and cheaper than our competition and offer a unique service not currently available in the market.

YQG can offer logistics providers, freight forwarders, air carriers, transport companies competitive options by taking a proactive approach to the goal of a North American cargo strategy and developing a customized transportation solution for the changing face of this industry. At this early stage, we are working on plans which will provide greater flexibility in the delivery of the infrastructure, technology, facilities and services to meet a security program in line with TSA requirements, consistency in security screening requirements for all air and sea cargo in line with the Recommendations of the 9/11 Commission Act and preclearance to alleviate the congestion, inefficiency and perceived safety concerns of moving goods and people upon entry to

the U.S. Such efforts will further capitalize on our strategic location and the synergies with ground and, sea transportation.

In addition to general cargo, Windsor International Airport is looking to expand our commercial reach and the economic impact well beyond our Airport boundaries in niche markets. I will briefly discuss one such opportunity in the perishables market for agriculture products and pharmaceuticals. In February 2009, the City of Windsor commissioned a feasibility study to examine the possibility of an export-focused perishable goods center for North America, which will serve Canadian food producers in central and eastern Canada to access new global markets as well as better facilitate exporters doing business in the U.S and Mexico. Approximately 15% of worldwide air cargo flows are perishables, 2.6 million tons in 2008 and such is forecasted to grow in the range of 13-15% within 5 years. As the flow and importance of perishable goods are forming an ever-increasing share of this global trade, the concentration of fresh fruit and vegetable exports among developing countries shows fierce competition. The goal of combining specialized facilities and border pre-clearance agencies serve the safety, security and economic needs of specialized food handling and processing for continental North America and the world, giving our producers a competitive advantage. As Canada embraces open skies with Europe, Canada's second largest export market after the US, this strategic focus brings to light the scope, scale and importance of the transportation and distribution of such goods worldwide, whether by air or truck.

Whether it is perishables, transit air cargo truck traffic, integrators, air cargo charters, maintenance and repair of aircraft and aerospace manufacturing, the success of YQG will depend on an availability of an integrated, accessible transportation link, efficient inspections and clearance services, adequate handling and processing facilities, unrestricted 24/7 operations and attractive fees.

In closing, airports in the 21st century will serve as catalysts for economic development and diversification; Windsor Essex together with its partners, YQG, the port, rail and highways must come together to leverage a customized transportation infrastructure, diversify its service offering and create niche business opportunities to meet future demands in transportation and logistics. Let Windsor International Airport become your Quick Gateway to the world, for YQG is just 'plane' easy.

Thank you. [End of video]