

June 1, 2015

UPS Canada  
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C 24
COMMUNICATION
CW (WORKING SESSION)
June 17/15
ITEM - 2



Cristina Falcone  
Vice President, Public Affairs  
UPS Canada

The Honourable Maurizio Bevilacqua, PC and Members of Vaughan City Council  
City of Vaughan, 2141 Major Mackenzie Road  
Vaughan, Ontario  
L6A 1T1

Dear Mayor Maurizio Bevilacqua, PC and Members of City Council:

**Re: Vaughan International Commercialization Centre (VICC)**

With more than 70 per cent of the world's purchasing power located outside of Canada and the United States, it is important for Canadian businesses to capitalize on developing economies for the growth of their own business. Doing so will support the economic health of our country, allowing for increased trade opportunities, greater export efficiencies, and more jobs.

We have been briefed by the City of Vaughan's Economic Development Department on its Vaughan International Commercialization Centre (VICC) concept and we believe it is a great opportunity that will benefit the city, southern GTA, and Southern Ontario. The VICC will provide access to diverse commercialization capabilities and international partners. This development will position Vaughan as a focal point between local and targeted international markets, while functioning as a vibrant attractor of domestic and multinational business activity.

UPS specializes in emerging market activity and we strongly believe that it is the overarching external positioning of logistics that is fundamental to the success of Canadian businesses and our society. In a dynamic and ever-changing global economy, the VICC will help our customers meet their local, regional, and global ambitions. We are committed to streamlining and maximizing their supply chain's potential, and we are investing in emerging markets where we see strong opportunities for growth.

By supporting the VICC, we are encouraging Canadian businesses to explore new opportunities, recognize competitive threats, and seek out an endless stream of opportunity. With the city of Vaughan being one of the fastest-growing municipalities in Canada and home to our main distribution facility connecting businesses to our international network, it is uniquely endowed with expertise in manufacturing and logistics. To further that development, the city needs sources of base technologies and the opportunities to reach emerging markets, both in depth and breadth.

We are pleased to support the VICC concept and are hopeful that it will become a reality in the near future.

Sincerely,

A handwritten signature in black ink, appearing to read "C. Falcone".

Cristina Falcone  
Vice President, Public Affairs  
UPS Canada