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June 12, 2025

**IRAC**

**Nicole MacKenna**

Subject: Response to Hearing Regarding DP Murphy Inc.'s Proposal

Good afternoon

We are writing in response to the recent hearing concerning the proposal submitted by DP Murphy Inc. regarding the establishment of a new gas station in our community. While we acknowledge the submission from DP Murphy Inc., we remain unconvinced that their proposal adequately demonstrates the necessity for an additional gas station in our area.

Firstly, DP Murphy Inc. has not provided sufficient evidence to support the claim that another gas station is needed in our community. He was unable to provide what this new gas station would offer that was not currently available in Borden-Carleton to the residents or the travelling public. There is already a 24 hour gas station and Tim Hortons available, there are EV charging stations and there is ample parking for trucks as the Confederation Bridge website indicates. In Danny Murphy's testimony he indicated twice that he would not need to sell fuel at this location for this to be a successful business. The current market analysis and consumer demand data provided are not compelling and do not convincingly justify the introduction of a new gas station at this time. Not to mention an expert witness who has never been to PEI to see the location they were reporting on and did not take into consideration the traffic flow from Wood Islands Ferry when they were reporting on the travelers on PEI. This report referenced cruise, air and the rest could only be assumed to be crossing the Confederation Bridge which has an effect on the numbers that they provided.

Moreover, we believe that allowing an additional gas station could negatively impact on existing local businesses. Our community thrives on a diverse range of services, and the addition of another gas station could lead to unnecessary competition that may hurt the viability of current businesses, particularly those that rely on local patronage.

We also refer to Mr. McDonald's submission, which comprehensively outlines our position and concerns regarding this proposal. In the interest of efficiency and to avoid redundancy, we have chosen not to reiterate all the same points; however, we fully support his arguments and the evidence he provided.

Thank you for considering our position in this matter. We hope that the decision-making body will weigh these concerns seriously as it deliberates on DP Murphy Inc.'s proposal.

Sincerely,

Chad & Nic Howatt

Owner/Operator

Howatts Shell