



April 18, 2018

President Donald J. Trump
The White House
1600 Pennsylvania Ave, NW
Washington, D.C. 20500

Dear Mr. President:

On behalf of the member companies of Associated Equipment Distributors (AED) and the Association of Equipment Manufacturers (AEM), we want to convey our appreciation for your commitment to maintain the strong cross-border trade relationship with our most important trading partner—Canada.

Your administration's decision to grant temporary exemption of tariffs on Canadian steel imports is strongly supported by our members. The U.S. and Canada maintain a tightly integrated market for steel. Canada has competitively-priced steel production and is taking measures to stop the transshipment of lower-priced steel from other countries. We strongly urge you to grant Canada permanent exemption from U.S. steel tariffs to create market certainty, economic growth and avoid economic harm to our industry on both sides of the border.

Furthermore, we support your administration's efforts to modernize the North American Free Trade Agreement (NAFTA). The U.S. maintains a \$3 billion a year trade surplus in construction and agricultural equipment with Canada and Mexico. Scrapping the accord would be detrimental to equipment dealers and manufacturers throughout the United States. We applaud your efforts to update the agreement in a way that strengthens trade and investment in the North American market, while maintaining current market access for all three trading partners.

One way to modernize NAFTA is to increase labor mobility on both sides of the border. Our industry faces a dearth of skilled workers hindering growth in our sector. For example, Americans and Canadians alike have difficulty crossing the border to perform highly-specialized machinery repairs and servicing. By including construction equipment service technicians in NAFTA's International Mobility Program, we can overcome this challenge and have a positive economic impact for our industry.

We look forward to working with your administration to ensure our members continue to economically benefit from the U.S. – Canada trade relationship and generate economic prosperity for both countries.

Sincerely,

Brian P. McGuire
President & CEO
Associated Equipment Distributors

Dennis Slater
President
Association of Equipment Manufacturers

cc: The Honorable Wilbur Ross
The Honorable John Sullivan
The Honorable Robert Lighthizer
Dr. Peter Navarro

The Right Honourable Justin Trudeau
Honourable Chrystia Freeland
Honourable François-Philippe Champagne
Honourable Andrew Leslie