



**Associated Equipment Distributors
Government Affairs Office
1201 15th Street, NW
Suite 220
Washington, D.C. 20005**

April 9, 2019

The Honorable Nancy Pelosi
Speaker
U.S. House of Representatives
Washington, D.C. 20515

The Honorable Kevin McCarthy
Republican Leader
U.S. House of Representatives
Washington, D.C. 20515

The Honorable Mitch McConnell
Majority Leader
U.S. Senate
Washington, D.C. 20510

The Honorable Charles Schumer
Democratic Leader
U.S. Senate
Washington, D.C. 20510

Re: AED's Urges Congressional Approval of the United States-Mexico-Canada Agreement

Dear Speaker Pelosi and Leaders McConnell, Schumer and McCarthy:

On behalf of Associated Equipment Distributors (AED) and its members, I'm writing to urge Congress to consider and ratify the United States-Mexico-Canadian Agreement (USMCA) as soon as permissible.

AED is the international trade association representing companies that sell, rent, service and manufacture construction, mining, farm, energy, forestry and industrial equipment. Its 450 distributor members, which are predominantly small-medium-sized, family-owned businesses, have 4,400 locations, employ 130,000 workers and account for more than \$54 billion of annual sales revenue of equipment and related supplies and services in the U.S. and Canada. Additionally, AED has another 325 non-distributor members, which include manufacturers of equipment and related supplies, and industry service providers. AED's members have locations in all 50 states and serve every congressional district.

As a U.S.-based organization with companies operating in the United States, Canada and Mexico, AED members are uniquely impacted by the trade uncertainty in North America. The USMCA modernizes and strengthens the trade ties between the three countries, which will boost economic growth and job creation here in the United States. Indeed, while construction equipment dealers generally report a strong growth outlook, concerns over whether a solid agreement is in place between the United States' strongest allies and trading partners is a significant risk factor.

For American construction equipment companies to remain competitive in the global market, we need strong international agreements, such as USMCA. The USMCA will help restore predictability to North American trade markets, while limiting disruptions to the construction equipment supply chain, that causes delays in product delivery and increased costs for equipment purchasers.

I urge you to work diligently to consider this important accord and allow for ratification without delay to provide trade certainty to the construction equipment industry.

Sincerely,

Brian P. McGuire
President & CEO

cc: U.S. House and Senate Members