



Canadian Public Affairs
222 Queen Street, Suite 1404
Ottawa, Ontario
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January 21, 2020

The Right Honourable Justin Trudeau, P.C., M.P.
Prime Minister of Canada
Prime Minister's Office
80 Wellington Street
Ottawa, ON
K1P 5K9

Dear Prime Minister Trudeau:

On behalf of Associated Equipment Distributors (AED) and its members, I'm writing to express the Canadian equipment industry's strong support for ratification of the Canada-United States-Mexico Agreement (CUSMA) and urge all Members of Parliament to vote in favour of approving this important trade accord.

AED is the international trade association companies that sell, rent, service and manufacture construction, mining, farm, energy, forestry and industrial equipment and related supplies. The Canadian equipment distribution industry, which is dominated by small-medium-sized, family-owned businesses, has more than 420 locations across that employ over 27,000 workers and account for at least \$8 billion in annual economic activity.

As an organization with companies operating in Canada, the United States and Mexico, AED members are uniquely impacted by the trade uncertainty in North America. The new agreement modernizes and strengthens the trade ties between the three countries, which will boost economic growth and job creation across the continent, including in Canada.

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

AED has strongly advocated in both Ottawa and Washington, D.C., for lowering trade barriers and freer trade between Canada and the United States. The association has also been a long-time advocate of greater regulatory harmonization between the countries.

We remain grateful for your leadership and the hard work of Deputy Prime Minister Freeland and her team. AED looks forward to working with the new government to ensure our members continue to economically benefit from the Canada-United States trade relationship and generate economic prosperity for both countries.

Thank you for your time and consideration.

Sincerely,

Brian P. McGuire
President & CEO