



August 10, 2026

The Honourable Dominic LeBlanc
Minister responsible for Canada-U.S. Trade, Intergovernmental Affairs and One Canadian Economy,
President of the King's Privy Council of Canada, Minister of Internal Trade
House of Commons
Ottawa, Ontario
Canada K1A 0A6

Dear Minister Dominic LeBlanc,

On behalf of Associated Equipment Distributors (AED) and our members, I am writing to impress upon you the importance of resolving the ongoing tariff dispute between Canada and the United States and use the current momentum in negotiations to reach a swift resolution that maintains free and fair trade across North America.

AED is the largest Canadian American trade association representing the full spectrum of the heavy equipment industry, including construction, mining, forestry, transportation, and agriculture. Our membership is strong on both sides of the border and AED members generate more than \$100 billion in annual revenue, employ over 140,000 people, and operate more than 7,200 locations.

Canada and the United States share the most prosperous and successful trading relationship in the world, and AED has always been a champion of free and fair trade. Industries on both sides of the border have faced significant uncertainty for months. This instability limits investment, slows growth, delays projects, and creates challenges as businesses struggle to plan for the future. Now is the time to resolve these disruptions and achieve a resolution that can provide long-term stability for critical industries that both countries rely on.

AED stands ready to support a new agreement that sees a return to free and fair trade. AED's senior leadership is willing to be at your disposal to help find a solution that is mutually beneficial to both Canada and the United States.

Thank you for your ongoing leadership. We look forward to working with you to quickly resolve this critical issue.

Sincerely,

Brian P. McGuire
President & CEO of AED