



August 12, 2026

The Honorable Donald J. Trump
President of the United States
1600 Pennsylvania Ave NW
Washington, DC 20500

The Right Honourable Mark Carney
Prime Minister of Canada
80 Wellington Street
Ottawa, ON K1A 0A2

Dear President Donald Trump and Prime Minister Mark Carney,

As the United States of America and Canada intensify negotiations on the future of the bilateral trade relationship, it is critical that both administrations understand the fully integrated nature of North American equipment industry.

AED members serve the construction, agriculture, mining, forestry, municipal and infrastructure sectors and is critical to building strong economies on both sides of the border. Our members in the U.S. and Canada are strong and generate more than \$100 billion in annual revenue, employ more than 140,000 people, and operate more than 7,200 locations. The strength of the USMCA agreement provides an excellent foundation for our equipment to be cost effective and serve customers in both the United States and Canada.

Both administrations have a strong desire to build the economy first and foremost. As a North American trade association, we believe that these economic objectives can be met simultaneously by focusing on free and fair trade between the two great nations.

Canada is the largest customer of American made heavy equipment and agricultural equipment. Conversely, Canada's partnership with American manufacturers is second to none.

As your senior advisors and cabinet officials meet over the coming days, we encourage you to work towards reduced barriers between our great nations that focus on building our mutual economies as each other's most important regional ally and trading partner.

Our discussions with hundreds of legislators on both sides of the border and millions of consumers help inform our position that free and fair trade between Canada and the U.S. is critical to the economic prospects of the entire economy, our industry, our dealers, and our customers.

Thank you for your attention to this matter.

Sincerely,

Brian P. McGuire
President & CEO