



September 1, 2026

The Honorable John Thune
Majority Leader
United States Senate
Washington, D.C. 20510

The Honorable Charles Schumer
Democratic Leader
United States Senate
Washington, D.C. 20510

The Honorable Mike Johnson
Speaker of the House
United States House of Representatives
Washington, D.C. 20515

The Honorable Hakeem Jeffries
Democratic Leader
United States House of Representatives
Washington, D.C. 20515

Dear Speaker Johnson, Majority Leader Thune, and Leaders Jeffries and Schumer:

I'm writing to express Associated Equipment Distributors' (AED) concerns with the current trade situation between the United States and Canada, and respectfully urge you to use your authority to ensure that the administration returns to the negotiating table as soon as possible to reconcile differences between the two countries

AED is the international trade association representing companies that sell, rent, and service equipment used in construction, agriculture, mining, forestry, and municipal applications. Our more than 500 dealer members operate nearly 6,500 locations across the United States, employ 112,000 workers and generate over \$87 billion in annual revenue. AED also has more than 350 non-distributor members such as manufacturers and service providers.

The United States and Canadian economies are closely integrated, and a prolonged trade war will have harmful repercussions for U.S. consumers and companies. The North American equipment industry is particularly interconnected, as Canada is the largest customer of U.S. manufactured construction, agriculture, mining, and forestry equipment and parts, many of which cross the northern border multiple times. Additionally, our customers, America's farmers and builders, rely on necessary inputs from Canada. The United States-Mexico-Canada Agreement was largely responsible for this efficient cross-border trade that has created countless jobs and significant economic growth across the country.

The only way forward is continued dialog that results in collaboration and cooperation rather than crippling tariffs that threaten economic prosperity on both sides of the border. Free and fair trade is essential to the economic prosperity of the United States and Canada, and both countries can achieve these objectives by coming together and finding a swift resolution to the current impasse.

Canada's partnership with the American heavy equipment sector is second to none. Congress should do everything in its power to encourage the administration to recognize that Canada is our most important regional ally and trading partner, and the current path of trade barriers and trade conflict is not in the United States' long-term interests. Free and fair trade between United States and Canada is critical to the economic prospects of the entire economy, equipment dealers and manufacturers, and our customers.

Thank you for your time and consideration.

Sincerely,

Brian P. McGuire
President & CEO