



September 15, 2026

Re: Free and Fair Trade with Canada is Essential to Your State's Equipment Industry

Dear Governor:

As the chief of executive of a state with significant trade with Canada, I'm writing on behalf of equipment dealers and manufacturers in your state to encourage your leadership in urging the Trump administration back to the negotiating table to resolve the current trade impasse.

Associated Equipment Distributors (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.

Canada stands as one of the largest single export markets for your state, and the equipment industry drives the primary economic engines for your state's economy: agriculture, construction, forestry, mining, energy, and industrial manufacturing. The current trade frictions and escalating tariff retaliations are placing unnecessary hardship and an untenable burden on local dealerships, small businesses, equipment manufacturers, construction contractors and agricultural producers.

Our supply chains do not stop at state lines or national borders. Heavy machinery, agricultural equipment, industrial components, and service parts routinely cross the U.S.-Canada border multiple times during production and distribution. The ongoing uncertainty created by trade disputes will disrupt significant multi-year capital investments, inflate equipment costs, and directly threaten local jobs.

Your leadership is vital. AED respectfully calls on you to exercise every mechanism at your disposal to return to a consistent and tariff free trade relationship with Canada. The United States-Mexico-Canada Agreement (USMCA) was crafted to guarantee stable, duty-free trade and protect North American competitiveness. Honoring the framework of the USMCA is essential to maintaining low operational costs for small businesses, farmers, contractors, and builders.

We stand ready to work alongside your administration to protect local equipment jobs and secure economic stability across your state.

Sincerely,

Brian P. McGuire
President & CEO