

The Honorable Jamieson Greer  
United States Trade Representative  
500 17th Street NW Washington, DC 20508

Submitted via: Regulations.gov

October 31, 2025

Dear Ambassador Greer,

This joint statement reflects the **American Association of Exporters and Importers (AAEI)** and the **Canadian Association of Importers and Exporters (IE Canada)** support for the cooperation trade agreement between the United States – Mexico – Canada Agreement (USMCA/CUSMA).

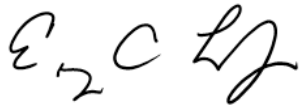
North American companies believe that the USMCA/CUSMA strengthens North American economic integration and competitiveness by promoting fair, reciprocal trade and supporting high-standard rules across goods, services, and digital commerce. It serves as a modern agreement that improves labor protections, enhances intellectual property and digital trade provisions, and increases market access for agricultural and manufacturing exports. By fostering predictable supply chains, reducing trade barriers, and encouraging cross-border investment, the USMCA boosts manufacturing, supports millions of jobs, and ensures that North America remains a dynamic and resilient hub for global trade and innovation.

North American businesses are successfully leveraging production capabilities across all three countries without incurring duties on qualifying goods. These businesses leverage duty-free treatment under the USMCA/CUSMA by strategically structuring their supply chains and sourcing practices to meet the agreement's rules of origin—the criteria that determine whether a product qualifies for preferential, tariff-free access within North America. By ensuring that a sufficient percentage of inputs or value-added production occurs in the U.S., Mexico, or Canada, companies can eliminate import duties on qualifying goods, reducing overall production, and sourcing costs. Many manufacturers also take advantage of streamlined customs procedures and enhanced trade facilitation measures to move products more efficiently across borders. This allows businesses to optimize regional production, improve cost competitiveness, and reinvest savings into innovation, workforce development, and expansion within North America's integrated manufacturing ecosystem.

AAEI and IE Canada advocates for the profitability of North American companies—and that profitability begins with USMCA/CUSMA compliance. To effectively navigate the complexities

of trade policies designed to support and protect businesses, companies need certainty and transparency. This requires a USMCA/CUSMA that enhances businesses productivity and effectively maintains a safe, secure, and efficient North American supply chain. We encourage all three governments to engage in meaningful dialogue between importers and exporters, and all parties commit to effective implementation of a renewed agreement.

Sincerely,



Eugene C. Laney Jr.

President and CEO

American Association of Exporters and Importers

### **About AAEI**

AAEI has been the national voice of the American trade community since 1921. Our unique role as an advocate for both U.S. importers and exporters reflects a broad membership base of manufacturers, distributors, retailers, and service providers, many of whom are small businesses offering diverse capabilities and technologies to offer to the many agencies of the U.S.

Government. With the promotion of fair and open trade policy and practice as our core value, AAEI addresses international trade, supply chain, export control, and customs and border protection issues from legal, technical, and economic perspectives.

### **About IE Canada**

We serve businesses who depend on the movement of goods across Canada's international borders. We bring together a trusted and diverse environment that informs government and builds consensus-based border policy with over 85 years of engagement and advocacy in Canada.