



February 28, 2025

The Honorable Donald J. Trump

President of the United States
The White House
1600 Pennsylvania Avenue, NW
Washington, D.C. 20500

Dear President Trump:

On behalf of the vehicle supplier industry, we are reaching out to you ahead of the March 4th deadline to ask you to continue the negotiations with Mexico and Canada and to build upon your leadership in creating a modern North American framework as espoused with the U.S.-Mexico-Canada (USMCA) agreement. MEMA acknowledges the critical efforts of the Administration to address the difficult issues of border security and drug trafficking. Across the board tariffs, however, would damage many businesses in the U.S. and lead to the unintended consequences of job loss at home and strain on global competitiveness within the vehicle supplier community, a community that represents the largest sector of manufacturing jobs in the U.S.

MEMA, The Vehicle Suppliers Association, established in 1904, is the leading trade association in the U.S. for vehicle suppliers, parts manufacturers, and remanufacturers. The mobility sector depends on the resiliency and strength of suppliers. MEMA's members design and manufacture technology, components and services that enable the production of new vehicles as well as the essential maintenance and repair of the more than 295 million highway vehicles¹ that are currently on the road in the U.S.

Vehicle suppliers employ more than 930,000 individuals and operate facilities in all 50 states and in more than 350 Congressional districts, with significant concentrations in the Midwest and Southeast.

In response to a survey conducted by MEMA in early February, a significant majority of companies highlighted the existing fragility of the industry and noted the multiple challenges on the landscape such as margin pressure, supply chain disruptions and stranded capital. They also expressed their grave concerns over the impact that the tariffs on Canada and Mexico could have on their businesses. Among the potential repercussions cited were the elimination or delay of planned

¹ S&P Global Mobility Vehicles in Operation as of January 1, 2024. This figure includes passenger cars, light trucks as well as medium and heavy duty trucks.



The Vehicle Suppliers Association

investments and the shifting of production. Many companies also spoke to the uncertainties around the negative effects of expected retaliatory tariffs on their businesses.

The supplier sector is in the midst of a period of great transition. As part of MEMA's fourth quarter 2024 barometer survey, the member companies conveyed that new orders and production continue to decrease widely on both a year-over-year and one-month basis. In addition, supplier and customer inventories are building, the backlog of orders is declining and costs continue to rise.

As we highlighted in our January 20, 2025 letter to you, the supplier industry benefits from a robust North American economic block. The value of this unique relationship was reaffirmed and strengthened through your leadership in negotiating and implementing the USMCA in 2020. We ask that you allow the current negotiations with Canada and Mexico to be continued and explore further mechanisms so that the relationship with the U.S.' closest neighbors and allies can be preserved and strengthened.

Thank you for your consideration of the industry's perspective on this important issue. As always, MEMA stands ready to work with you to improve the opportunities for American workers and to create the environment that will enable companies invested in and operating in the U.S. to compete and lead on the global stage.

Sincerely,

A handwritten signature in black ink that reads "Bill Long". The signature is written in a cursive, flowing style.

Bill Long

President and CEO

MEMA. The Vehicle Suppliers Association

Southfield, Michigan

cc: The Honorable Scott Bessent – U.S. Secretary of the Treasury
The Honorable Jamieson Greer – U.S. Trade Representative
The Honorable Howard Lutnick – U.S. Secretary of Commerce