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September 4, 2018

President Donald J. Trump
The White House
1600 Pennsylvania Avenue
Washington, DC 20005

His Excellency Justin Trudeau, Prime Minister of Canada
Office of the Prime Minister
80 Wellington Street
Ottawa, ON K1A 0A2

Dear President Trump and Prime Minister Trudeau,

The Metals Service Center Institute is a 109-year-old trade association that serves metals service centers and their supply chain partners across North America. We represent more than 300 businesses with more than 2,000 locations around the globe. The industry is directly responsible for hundreds of thousands of metals jobs across the continent, but also sustains jobs in many other industries, from energy to aerospace to construction.

We write today to encourage your efforts to reach a free trade agreement similar to the recent U.S.-Mexico deal. We hope your teams will keep talking until an agreement is made.

In previous communications to you, we've suggested that you immediately lift recently-imposed steel and aluminum tariffs. We reiterate that call today and also hope the United States will end penalties for Mexican products. We hope that stepping back from these tariffs would be a sign of good will that would facilitate broader trade discussions.

From the start of the U.S. Section 232 investigations (our comments are available [here](#)), MSCI suggested NAFTA trading partners be exempt from any resulting penalties. As you know, the United States, Mexico, and Canada are not the cause of global aluminum and steel overcapacity so we believe the focus should remain on non-market economies that are.

To that end, we also ask that your countries continue to address circumvention. Both the United States and Canada have made impressive strides in addressing unfair trading practices by non-market economies like China. There's growing evidence, however, that in an attempt to circumvent those duties, non-market economies are simply processing steel and aluminum into steel and aluminum parts. These countries shouldn't be allowed to continue to circumvent U.S. and Canadian rules. To close this loophole, we hope you'll provide the same relief for downstream domestic producers as you do for upstream domestic producers.

As a North American trade association that includes the broadest representation of the metals value chain, from metals producers to service centers and from processors to metals users, we believe NAFTA has positively impacted the manufacturing sectors in Canada, Mexico, and the United States, fostering a \$1 trillion annual trading relationship that is beneficial to both businesses and consumers. We're encouraged by your work so far to preserve this relationship and hope you'll continue current discussions to strengthen this agreement.

Sincerely,

Bob Weidner

M. Robert Weidner, III
President & CEO, MSCI

Bill Chisholm

William T. Chisholm
President & CEO, Samuel, Son & Co.
Vice Chair, MSCI

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