



Canadian
Manufacturers &
Exporters

Manufacturiers et
Exportateurs du
Canada



NATIONAL ASSOCIATION OF
Manufacturers



November 7th, 2011

The Right Honourable Stephen Harper
Prime Minister of Canada
80 Wellington Street
Ottawa, ON K1A 0A2 Canada

The President
The White House
1600 Pennsylvania Ave. N.W.
Washington, DC 20500 U.S.A.

Felipe de Jesús Calderón Hinojosa
President of Mexico
Palacio Nacional
Edificio 10, Planta baja
Col. Centro, Deleg. Cuauhtémoc.
C.P. 06067. México, Distrito Federal

Dear Prime Minister, Mr. President, and Mr. President:

Last March, in anticipation of the next North American Leaders Summit we wrote to make the case for a concerted and coordinated approach between your governments and industry to bolster manufacturing competitiveness across North America, and to ask that at the Summit you direct your governments to work with industry to identify priority measures that will strengthen industrial competitiveness within our countries and throughout the region.

The case for your governments to commit to revitalizing North American manufacturing and sustaining its growth is even stronger today as you prepare to meet in November. While on the one hand, significant risks in global markets pose a threat to North America's precarious recovery, on the other, manufacturing has the potential to lead other sectors in job creation and economic growth by taking advantage of new opportunities at home and overseas.

We therefore wish to reiterate that a joint statement from North American Leaders directing your governments to work with industry to identify priority measures that will strengthen industrial competitiveness within our countries and throughout the region could spur an even more determined and effective approach to revitalizing our economies.

We also remain committed, on behalf of our national manufacturing associations representing businesses that employ over 40 million people, to work with your governments to define concrete, future-oriented actions that will improve the capability of North American manufacturing to attract investment, strengthen our ability to compete in both domestic and overseas markets, and reduce market-distorting foreign trade practices.

Respectfully submitted,



Jayson Myers
President & CEO
Canadian Manufacturers & Exporters



Jay Timmons
President and CEO
National Association of Manufacturers



Salomón Presburger Slovik
President
The Confederation of Industrial Chambers of Mexico

Encl. (1)

cc: The Honourable Christian Paradis, Minister of Industry, Industry Canada
The Honourable Jim Flaherty, Minister of Finance, Finance Canada
The Honourable Ed Fast, Minister of International Trade, Foreign Affairs and International Trade Canada
The Honorable Timothy F. Geithner, Secretary, U.S. Department of the Treasury
The Honorable John Bryson, Secretary, U.S. Department of Commerce
Ambassador Ron Kirk, U.S. Trade Representative
José Antonio Meade, Secretary, Mexican Secretariat of Finance and Public Credit
Bruno Ferrari García de Alba, Secretary, Mexican Secretariat of the Economy
Ron Watkins, President, Canadian Steel Producers Association (CSPA)
Thomas J. Gibson, President, American Iron and Steel Institute (AISI)
Thomas A. Danjczek, President, Steel Manufacturers Association (SMA)
David A. Hartquist, Counsel, Specialty Steel Industry of North America (SSINA)
Octavio Rangel, Director General, Cámara Nacional de la Industria del Hierro y el Acero (CANACERO)



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March 25th, 2011

The Right Honourable Stephen Harper
Prime Minister of Canada
80 Wellington Street
Ottawa, ON K1A 0A2 Canada

The President
The White House
1600 Pennsylvania Ave. N.W.
Washington, DC 20500 U.S.A.

Felipe de Jesús Calderón Hinojosa
President of Mexico
Palacio Nacional
Edificio 10, Planta baja
Col. Centro, Deleg. Cuauhtémoc.
C.P. 06067. México, Distrito Federal

Dear Prime Minister, Mr. President, and Mr. President:

This year's NAFTA Leaders Summit presents a timely opportunity for all three governments to commit to revitalizing North American manufacturing, to create the high-value direct and indirect jobs that only our industries can generate. The deep impact of the recession on the industrial sector and intensifying international competition make it especially important that governments and industry in the NAFTA region move aggressively to bolster our manufacturing competitiveness. The increasingly integrated nature of supply chains and industrial markets in North America underlines the importance of a concerted and coordinated approach across the region.

You have each sent strong signals about the need for a stronger, sustained economic recovery. We believe that a joint statement from Leaders could spur an even more determined and effective approach to revitalizing job growth, by recognizing the key role that manufacturing will play in our economic future. This requires working together to eliminate barriers to competitiveness in our three countries.

Our call for action is strongly shared by manufacturers across North America. Our national manufacturing associations represent businesses that employ over 40 million people. It builds on collaborative efforts within specific industries, such as the North American Steel Trade Committee (NASTC), whose focus on manufacturing issues was recognized by Trade Ministers at the January 10, 2011 meeting of the NAFTA Trade Commission. We believe, nevertheless, that a more broadly-based effort is required.

We therefore ask you, at the NAFTA Leaders Summit and in your Communiqué, to direct your Ministers and senior officials to work with industry to identify priority measures that will strengthen industrial competitiveness within our countries and throughout the region. Governments and industry must work together to define concrete, future-oriented actions that will improve the capability of North American manufacturing to attract investment, strengthen our ability to compete in both domestic and overseas markets, and reduce market-distorting foreign trade practices.

Your personal leadership by making this a priority at the Summit will send a powerful and important message, at home and abroad, that North America will continue to be an industrial leader, and that NAFTA governments are committed to work strongly to this end.

Respectfully submitted,



Jayson Myers
President & CEO
Canadian Manufacturers & Exporters



Jay Timmons
President and CEO
National Association of Manufacturers



Salomón Presburger Slovik
President
The Confederation of Industrial Chambers of Mexico

cc: The Honourable Tony Clement, Minister of Industry, Industry Canada
The Honourable Jim Flaherty, Minister of Finance, Finance Canada
The Honourable Peter Van Loan, Minister of International Trade, Foreign Affairs and International Trade Canada
The Honorable Timothy F. Geithner, Secretary, U.S. Department of the Treasury
The Honorable Gary Locke, Secretary, U.S. Department of Commerce
Ambassador Ron Kirk, U.S. Trade Representative
Esnesto Cordero Arroyo, Secretary, Mexican Secretariat of Finance and Public Credit
Bruno Ferrari García de Alba, Secretary, Mexican Secretariat of the Economy
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