



Moto Canada
3000 Steeles Ave E., Suite 201
Markham, ON. L3R 4T9

December 13, 2024

Rt. Hon. Justin Trudeau
Prime Minister of Canada

Hon. Anita Anand
Minister of Transportation and President of the Treasury Board

Hon. Francois-Philippe Champagne
Minister of Innovation, Science and Technology

Hon. Melanie Joly
Minister of Global Affairs

Hon. Mary Ng
Minister of Export Promotion, International Trade and Economic Development

Ms. Kirsten Hillman
Canadian Ambassador to the United States of America

Mr. Rob Stewart
Deputy Minister of International Trade
Global Affairs Canada



Dear Prime Minister, Ministers, Deputy Minister and Ambassador

I'm writing on behalf of Moto Canada's members regarding the current tariff dispute with the United States.

Our fifteen members represent over 90% of the sales, service, parts and dealerships of motorcycles, scooters, and off-highway vehicles in Canada. Each year, we account for over \$17.3 billion in economic activity and over 88,000 jobs. I'm also writing to support the 2.2 million Canadian riders of off-highway vehicles, scooters and motorcycles. Each year, riders drive thousands of kilometres on our member vehicles for play, work, and transportation. The potential tariff dispute with the United States seriously threatens the industry and riders' access to the vehicles of choice.

Canadians purchase over 140,000 member vehicles across all provinces and territories. As you can appreciate, our industry is an important part of an integrated global manufacturing system. Any changes to this system may have significant and long-lasting impacts on the vehicles Canadians have access to, the cost of those vehicles, economic activity and job creation.

The proposed tariff threat from the United States is something our members take very seriously and are quite concerned about. Our entire import and distribution system is based on free and open trade with the United States, Mexico and other free or enhanced trade agreements with many other countries and regions. As one expert recently put it:

"Aside from being a blatant breach of various CUSMA and the WTO provisions, the imposition of such tariffs would leave the two largest trading partners of the U.S. facing higher tariffs into the U.S. market than virtually any other country in the world, other than Russia and North Korea. And this in a North American market that is highly integrated with extensive supply chains across the three countries." (PPF Fellow Steve Verheul, a former chief trade negotiator for Canada)

In short, a 25% tariff on products entering the United States from Canada would significantly and negatively impact the industry. A reciprocal trade tariff reaction from Canada or any major change to the CUSMA could also devastate many of our members and our industry as a whole.

While we understand that the political situation has changed in the United States, Canada needs to do all it can to mitigate the impact of these changes.

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Let's Ride, Canada Wide. Roulons Ensemble à Traverser la Canada.

o. 416 491 4449 tf. 877 470 6642 e. info@motocanada.com @motocanada
3000 Steeles Avenue East, Suite 201, Markham, Ontario L3R 4T9

MotoCanada.com



Moto Canada and its members remain prepared to participate in any discussion around this topic and are willing to provide information, data or examples to outline our position further.

Thank you for your attention to this important matter.

I look forward to discussing this with you shortly.

Sincerely

A handwritten signature in black ink that reads "L. French".

Landon French
President & CEO
Moto Canada