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March 19, 2020

Hon. Marie-Claude Bibeau
Minister of Agriculture & Agri-Food
House of Commons
Ottawa, Ontario K1A 0A6

Dear Madam Minister:

The Western Equipment Dealers Association represents all of Canada's farm and construction equipment dealerships. As you know, the Canadian economy is largely dependent upon a healthy production agriculture sector and adequate transportation infrastructure.

Given the rapidly escalating trend of Ottawa and the provinces closing everything from sporting events to restaurants, we are concerned a potential executive decision could extend to dealership operations. From a policy standpoint, we believe the ability to maintain adequate farm and construction equipment sales, service, and repair facilities is paramount to supporting a healthy population and the Canadian economy. Our equipment dealerships play a critical role in supporting the equipment that is used for food production and the transportation of both people and essential products.

The purpose of this letter is to clarify that Canada's farm and construction dealerships are essential to supporting the production agriculture and transportation infrastructure sectors. In short, we would respectfully request that our dealerships be considered "essential" businesses in the event an executive order is issued to shut down "non-essential" businesses. Rest assured, we will continue to actively communicate with our dealerships regarding the proactive measures they should take in order to provide a safe environment for both our customers and employees.

I would be very happy to visit with you should you have any questions. My personal cell is 403 803-0866 should you wish to discuss further.

Thank you for your consideration.

A handwritten signature in blue ink, appearing to read "John Schmeiser", with a long horizontal line extending to the right.

John Schmeiser
CEO