

Sept. 9, 2019



On behalf of the Security Industry Association (SIA), the Latin American Security Association (ALAS) and the Canadian Security Association (CANASA), we urge the U.S. Congress to approve *the United States-Mexico-Canada Agreement* (USMCA) promptly. Our trilateral coalition serves as the leading representation of the security industry in North America, which provides life safety and security technology solutions that promote public safety, protect millions of lives and safeguard all components of critical infrastructure. SIA, ALAS and CANASA collectively represent more than 2,500 companies with business operations located in the United States, Mexico and Canada.

The security industry is experiencing significant growth, robust employment, increased foreign direct investment and a favorable international business climate. The North American physical and logical security industry is well poised to contribute to the high demand for security within our countries and along our borders. In fact, according to SIA's July 2019 Security Market Index (SMI), nearly 50 percent of security professionals rated current business conditions as "excellent," and 69 percent of SMI respondents stated they are increasing their number of employees or hours worked¹. Moreover, the total value of North American manufacturing of physical security products at factory gate prices in 2018 was \$7.6 billion². Our economies rely on mutually beneficial trade practices that benefit each country's labor and workforce, research and development initiatives and cross-country business sectors.

The renegotiation of the North America Free Trade Agreement, known as USMCA, reflects these thoughtful and much-needed changes that will create a fair-trade landscape while upholding pro-business principles in removing unnecessary trade barriers. The trilateral trade agreement will benefit the North American security industry immensely and open new opportunities to stimulate job growth and expand business operations into existing and emerging markets. All parties stand to benefit from the implementation of USMCA, especially the hardworking and diverse workforce we proudly represent.

¹ See "Security Market Index: July 2019 Edition" (July 30, 2019)
<https://www.securityindustry.org/report/security-market-index-july-2019-edition/>

² See "The Physical Security Business 2018 to 2023" (Q4 2018)
<https://memoori.com/portfolio/the-physical-security-business-2018-to-2023/>

As you know, legislatures from Mexico and Canada voted, in overwhelming support, to ratify USMCA – a strong signal from Mexico and Canada highlighting their firm commitments to implement USMCA. The adoption of USMCA by the U.S. Congress will produce incredible benefits, such as further job growth, technology innovation, renewed consumer confidence and a stronger economy.

We sincerely thank you for your consideration of our views in support of USMCA.



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