

This information was brought to you by the  
Association of Equipment Manufacturers.

AEM is the international trade  
and business development  
resource for companies that  
manufacture equipment,  
products and services used  
worldwide for the construction,  
agriculture, mining, forestry  
and utility industry.



Association of Equipment Manufacturers

Support for Free and  
Fair Trade for American  
Manufacturers



## Letter from the Chairman

The Association of Equipment Manufacturers (AEM) is proud to support the renewal of the Trade Promotion Authority (TPA) and an ambitious trade agenda that promotes free and fair trade. Trade agreements have assisted U.S. manufacturers to build a strong presence in emerging markets. AEM is the North American-based international trade group for 760 member companies, providing business development resources for manufacturers of equipment, products and services used worldwide in the construction, agriculture, forestry, mining and utility fields.

AEM member companies are very much aware of the effects of liberalized trade and open markets and are responding through an aggressive trade strategy which includes new products and thinking globally. These small-medium AEM member company stories show the different faces of trade. TPA is critical to provide our trading partners with confidence that the agreements they negotiate with the U.S. will not be subject to subsequent renegotiation.

Each AEM member – whether small or large - has its own story of the benefits of trade. We urge Congress to support TPA renewal and trade agreements that support the global economy and promote U.S. manufacturers' exports.

Sincerely,

**Dennis E. Eagan**

2007 AEM Chairman and  
Group President, Industrial & Power Equipment,  
Blount, Inc.

## AEM Member Support Statements

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### **Blount International, Inc.**

"Our company sells its products in over 100 countries around the world with approximately 50% of 2006 sales generated outside the United States. Since 2005 sales outside of North America increased by 52% within our Forestry Division. Global trade has been and will continue to be a critical component of Blount's success."

Dennis Eagan, Group President  
Blount International, Inc.  
535 Mack Todd Rd, Zebulon, NC 27597-2550  
Tel: 919.269.2457

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### **Lift Systems**

"Lift Systems is a small, fully integrated OEM providing heavy materials handling equipment to markets around the globe. Our customers are currently located in 42 countries including, most recently, China. Approximately 50% of our sales are to non-North American markets. If we could not access global markets in both of our sales and procurement efforts we couldn't survive in our present form. That is how valuable free and fair trade policies are to our company."

Ray Shuman, Vice President, Chief Operating Officer  
Lift Systems, Inc.  
216 40th St, P.O. Box 906, Moline, IL 61266-0906  
Tel: 309.764.9842

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### **Vermeer Manufacturing Company**

Vermeer started exporting in the late 1950's. Although the company's international business started small, it now represents over 20% of company revenues, an equivalent of around 400 jobs. In recent years Vermeer international business has thrived, growing 74% overall since 2004.

Daryl Bouwkamp, Director of Government Affairs  
Vermeer Manufacturing Company  
1210 Vermeer Rd East, Pella, Iowa 50219  
Tel: 641.628.3141

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### **Allmand Brothers Inc.**

"As a small sized U.S. manufacturer, the benefits to Allmand trading are obvious when approximately 15% of our sales are outside of North America and growing. Construction equipment is a cyclical industry and international trade can help dampen out the swings."

Roger Allmand, CEO  
Allmand Brothers, Inc.  
1502 West 4TH Ave, Holdrege, NE 68949  
Tel: 308.995.4495

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### **Stone Construction Equipment, Inc.**

"Trade gives Stone access to the 96 percent of the world's population that lives outside the U.S. borders. Trade is critical because Stone has many untapped markets. Also, as a privately held employee-owned company, revenue growth from trade in other parts of the world makes it possible for us to continue to invest in American manufacturing and the American worker."

Lynne Woodworth, President  
Stone Construction Equipment, Inc.  
8662 Main St, P.O. Box 150, Honeoye, NY 14471-0150  
Tel: 585.229.5141

