

November 3, 2025

Ambassador Greer
Office of the United States Trade Representative
600 17th Street NW
Washington, D.C. 20508

RE: Support for Ensuring the Continued Vitality of the United States-Mexico-Canada Agreement (USMCA)

Dear Ambassador Greer,

On behalf of the American Cleaning Institute (ACI) and our member companies, we write to express our support for the continuation of the United States-Mexico-Canada Agreement (USMCA) with key features discussed below. ACI represents the \$60 billion U.S. cleaning products supply chain, including the formulators of soaps, detergents, and cleaning products, as well as the companies that supply ingredients and packaging. The U.S. cleaning products industry is a net exporter, a testament in large part to the USMCA's success in supporting U.S. domestic manufacturing leadership. In a recent ACI member survey, 80% of cleaning product formulator manufacturers identified Canada and Mexico as top exporting markets.

Significance of a Trilateral North American Trade Agreement

ACI's member manufacturers rely on a resilient, competitive, and open North American trading system to manufacture and deliver products that promote public health, hygiene, and safety across the United States and beyond. The USMCA is a critical framework that enables this trade. Its trilateral structure ensures seamless market access and fosters supply chain integration that supports American manufacturing and job creation. ACI recommends the Administration continue to support the USMCA as a trilateral agreement, not as a series of bilateral agreements, to protect the interconnected nature of regional supply chains, avoid increasing red tape, and preserve the confidence of American companies investing in domestic production.

Advancing Regulatory Alignment Across North America

To further accelerate domestic manufacturing, ACI recommends that the Administration consider the benefits of prioritizing regulatory alignment among the U.S., Canada, and Mexico. Discrepancies in agreed-upon standards lead to uncertainty for American businesses, and potentially put US companies at a competitive disadvantage in the global market. Implementing regulatory alignment, so it does not merely exist in theory or on paper, but is genuinely operational, would mitigate trade-restrictive measures for U.S. businesses and foster U.S. growth and competitiveness internationally.

Ensuring Robust Dispute Resolution Provisions

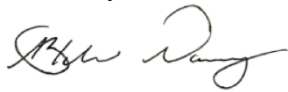
We also believe the agreement must evolve to address modern trade challenges. This includes developing and implementing new, effective mechanisms to resolve disputes and counteract other trade-restrictive measures that may undermine the agreement's objectives. Ensuring all parties adhere to transparent and fair trade practices will help maintain trust in the agreement and protect U.S. commercial interests.

USMCA Trading Partners Key to Cleaning Products Industry

USMCA provides a vital tool for accelerating domestic production by preserving access to both key inputs and export markets. As the Administration continues strategies to strengthen domestic manufacturing and improve supply chain security, maintaining a robust and cooperative trade relationship with Canada and Mexico is essential for US-based manufacturers to maintain access to key materials critical for producing US products able to win customers in competitive international export markets. A strong trade relationship with Canada and Mexico also ensures open markets for our exports to our North American neighbors, unimpeded by import restrictions on US-manufactured products.

We appreciate your ongoing engagement with stakeholders and urge USTR to continue prioritizing trilateral collaboration under USMCA. ACI and our members stand ready to support policies reinforcing North American economic integration that promotes American industrial manufacturing. ACI is pleased to discuss this issue with your team further and is available as a resource as this review period proceeds.

Sincerely,

A handwritten signature in dark ink, appearing to read "Blake Nanney", written in a cursive style.

Blake Nanney
Director, Government Affairs