Dear Member:

One of the messages that highlighted last week’s very successful AEC Annual Meeting in Orlando was an announcement of “Phase 3” of the Council’s defense of Fair Trade in North America. AEC Chairman, Duncan Crowdis, and I were proud to announce that AEC continues to spearhead the drive to maintain fair markets in North America and that these efforts have resulted in the following:

**Phase 1:** Imposition of game-changing tariffs against aluminum extrusions coming into the United States from China.

**Status:** Successfully completed in spring of 2011.

**Phase 2:** Initial defense of tariffs from dozens of legal appeals & waiver requests, and illegal circumvention schemes.

**Status:** Successfully completed initial defense in fall of 2012.

**Phase 3:** Decision by AEC to continue “long-term” (at least four more years) defense of Fair Trade in the U.S.

**Status:** Just underway. Announced membership-wide at 2013 AEC Annual Meeting.

The announcement of Fair Trade Phase 3 was made as part of a presentation at the Town Hall in Orlando last Saturday. My slides used during that Town Hall can be accessed [here](#).

There are three key points that were made during this announcement last week:

1) Defense of Fair Trade is clearly within the mission of the Council and has contributed to AEC’s drive to be *indispensable* to you our Extruder and Supplier/Producer members. When coupled with the coincident announcement of the AEC Academy, the Council’s “brand” for our newly expanded members-only education and training curriculum, we believe AEC is going a long way toward achieving this indispensability.

2) The primary deliverables in the defense of Fair Trade are the Anti-dumping and Countervailing Duty tariff orders that are now in place vis-à-vis Chinese imports going into both the U.S. and Canada. These tariffs have worked – incredibly so! You'll note in my slides a bar chart showing the “before and after” effects of the tariffs. Simply put, without tariffs, the North American industry would, as Duncan put it, “cease to exist as we have come to know it.” In our estimation, decisive action by North American extruders and by the AEC itself have prevented the loss of approximately $600 million pounds of business per year.

3) To maintain fair markets and a level playing field – in other words, to continue to “pay for” this $600+ million pounds per year – the Council needs to raise an additional $1.0 million per year for the ongoing legal defense of our industry. Voluntary contributions from 33 companies paid for Phase 1. Assessments on top of AEC dues, mandatory for most members, have paid for Phase 2. To now continue into Phase 3 and keep this going, we announced a fundraising drive – voluntary in nature – that will fund the continuation of a program that has saved this industry an estimated $250,000,000 per year in profit.

This third and final point is the essence of my letter to you today: AEC will continue to lead this fight so long as the industry – companies such as yours – want us to do so. And the way to record that preference is by making a decision to fund the ongoing defense. In aggregate, we will be raising $1,000,000 per year for as long as it is worth it to our industry to do so. To that end, I will be following up this letter by contacting every member, plus those in the industry and related industries (e.g. the curtain wall manufacturers, who also benefit), and will be asking for each company to make an informed decision as to what degree they can and should support this continued defense of Fair Trade.

We all have something to be proud of. Markets have returned to being fair and we have kept them so, for the most part, for two years. Now we all have a stake in this continuing. Between now and the end of May, I will be in touch with details on how your company can participate and ensure that Fair Trade and the consequent high levels of business activity continue. Thank you.

Regards,

ALUMINUM EXTRUDERS COUNCIL
Rand A. Baldwin, CAE
President