MEMA
Leading the National Conversation on Trade

Media Coverage Examples
(Not Comprehensive)
Hundreds of thousands of jobs on the line

“A tariff-fueled hike in car prices would dent U.S. economic growth, the Motor & Equipment Manufacturers Association says. The auto supplier trade group projects that 870,000 jobs in the auto supply chain could be affected. Proposed tariffs, if they are recommended, will put jobs at risk, impact consumers and trigger a reduction in U.S. investments that could set us back decades,” the group said Monday.”
“If we’re serious about the transatlantic partnership, it’s not very easy for me as German chancellor to read... that the American Department of Commerce apparently considers German and European cars to be a threat to the national security of the United States of America,” Merkel said at the Munich Security Conference on Saturday, according to a Politico report. “Look, we’re proud of our cars and we should be allowed to be. And these cars are built in the U.S. The biggest BMW factory is in South Carolina, not in Bavaria.” The U.S. Motor and Equipment Manufacturers Association also chimed in with a warning over reduced investment. “These tariffs, if applied, could move the development and implementation of new automotive technologies offshore, leaving America behind. Not a single company in the domestic auto industry requested this investigation,” it said in a statement quoted by Reuters. -Fortune, Feb 18, 2019
WASHINGTON (Reuters) - The U.S. auto industry urged President Donald Trump’s administration on Monday not to saddle imported cars and auto parts with steep tariffs, after the U.S. Commerce Department sent a confidential report to the White House late on Sunday with its recommendations for how to proceed.

Some trade organizations also blasted the Commerce Department for keeping the details of its “Section 232” national security report shrouded in secrecy, which will make it much harder for the industry to react during the next 90 days Trump will have to review it. “Secrecy around the report only increases the uncertainty and concern across the industry created by the threat of tariffs,” the Motor and Equipment Manufacturers Association said in a statement, adding that it was “alarmed and dismayed.”

“It is critical that our industry have the opportunity to review the recommendations and advise the White House on how proposed tariffs, if they are recommended, will put jobs at risk, impact consumers, and trigger a reduction in U.S. investments that could set us back decades.”
“The industry has warned that feared tariffs of up to 25 percent on millions of imported cars and parts would add thousands of dollars to vehicle costs and potentially lead to hundreds of thousands of job losses throughout the U.S. economy.

The Motor and Equipment Manufacturers Association, which represents auto parts suppliers, warned that tariffs will shrink investment in the United States at a time when the auto industry is already reeling from declining sales, Trump’s tariffs on steel and aluminum, and tariffs on auto parts from China.

“These tariffs, if applied, could move the development and implementation of new automotive technologies offshore, leaving America behind,” it said in a statement. “Not a single company in the domestic auto industry requested this investigation.”

-Reuters, Feb 17, 2019
“These tariffs are a tax on U.S. companies, and ultimately they will be an additional expense on the U.S. consumer,” said Ann Wilson, senior vice president at the Motor and Equipment Manufacturers Association, which represents the auto-parts industry. Ms. Wilson said the report has the potential of stirring widespread opposition to Mr. Trump’s trade policies. “Those policy makers who have not really considered the impacts of the tariffs really need to think about the impact it will have on suppliers in their states—and it’s going to be a negative impact,” she said.”

-Wall Street Journal, Feb 15, 2019
US industries plead for end to US metals tariffs

“Dozens of US industry groups sent a letter to the Trump administration on Wednesday pleading for an end the economic pain caused by steep US tariffs on steel and aluminum. "We urge you to take all necessary steps to resolve this matter so that zero-tariff North American trade can resume, and we can turn our attention to working with you to gain prompt Congressional approval of the USMCA," the letter stated.

The letter was signed by groups representing a large swath of the economy, including the Motor & Equipment Manufacturers Association, the National Association of Egg Farmers and the National Restaurant Association.”

- France24, Jan 23, 2019
“Ann Wilson of the Motor & Equipment Manufacturers Association said the tariffs were putting pressure on the industry, especially for smaller suppliers that find it more difficult to pass on higher costs to their customers. “The two big expenses of the industry are raw materials and people,” she said. “If raw materials are going up, companies have to save money on people.”

Ms. Wilson warned that a new tariff on imported cars and components would “have a devastating effect on our industry”. She added that the uncertain outlook for tariffs, with the administration’s plans still unresolved, could deter investment. “The industry needs regulatory certainty,” she said.

-Financial Times, Dec 10, 2018
Ann Wilson of the Motor & Equipment Manufacturers Association called the trade agreement "a positive step forward," but asked for the US to remove 232 tariffs before signing the agreement.

"The parties must agree to exempt Mexico and Canada from Section 232 tariffs on steel and aluminum. Since the beginning of the year, our industry has paid hundreds of millions of dollars in tariffs on imported steel. In addition, our members are reporting a 50% increase in the price of domestic steel," Wilson said when testifying Thursday.

Wilson also called for "greater clarity" on automotive rules of origin provisions and steel and aluminum requirements"
"The current state of play on trade has placed our industry in turmoil," said Ann Wilson, senior vice president of government affairs at the Motor and Equipment Manufacturers Association. "In the last year our members have faced Section 232 steel and aluminum tariffs, other Section 232 tariffs proposed, and Section 301 tariffs on goods from China."

-New York Times/Reuters, Nov 15, 2018
“Exempting Mexico and Canada from the Section 232 tariffs on steel and aluminum strengthens the agreement and will in turn strengthen the U.S. manufacturing base,” said Ann Wilson, senior vice president for government affairs at the Motor & Equipment Manufacturers Association, in her prepared remarks. "This issue must be dealt with before the parties sign the agreement at the end of the month." Imposing quotas in place of tariffs would be similarly harmful, industry leaders warned, noting that they would cut off room for growth.”

- Politico Pro, November 15, 2018
“The average price of a vehicle in the United States is $35,000,” said Ann Wilson, senior vice president of government affairs at the Motor & Equipment Manufacturers Association, which represents suppliers. “If we increase the cost without increasing the value, are we going to be able to sell those vehicles? It’s going to be a real challenge.”

-New York Times, Oct 26, 2018
Trump's trade policies push auto parts sector to 'breaking point'

“The combination of Trump's tariffs on steel and aluminum, the duties he's placed on more than $250 billion worth of Chinese goods, and his threat to impose a 20 or 25 percent tariff on automobile and auto parts imports — coupled with the potential effects of the new NAFTA deal's revamped auto provisions — has pushed the industry toward "a breaking point," Ann Wilson, senior vice president for government affairs at the Motor and Equipment Manufacturers Association, said during a discussion at the National Press Club.

Without some relief, "you will see a large number of suppliers go through significant distress," added Ramzi Hermiz, president and CEO of Shiloh Industries, an auto parts manufacturer based in Valley City, Ohio. "It's a thin margin business," he said, and Trump's trade policies are increasing costs to the point where companies are losing money. -Politico Pro, Oct 25, 2018
“The mindset is you can always fall back on the [2.5 percent] rate,” said Ann Wilson, senior vice president at the Motor and Equipment Manufacturers Association, the primary trade association representing auto suppliers and parts manufacturers. “Ambassador Lighthizer and President Trump have been very aware that’s been at the back of people’s minds. That may not be a successful strategy for folks. The industry...has raised concerns about any sort of constraints. “It’s an insurance policy of sorts, but this industry does well in its free flow of goods,” said Wilson of MEMA. “Caps and quotas run counter to how we best produce jobs and manufacture in the U.S.”

-Meghan Cassella and Adam Behsudi, Politico, October 9, 2018
“ARI SHAPIRO: So on the one hand, there won’t be tariffs for material crossing Canada, U.S., Mexico borders. On the other hand, the steel and aluminum tariffs that were of concern to your industry have not gone away.

ANN WILSON: No, they haven’t. I think one of the things we have to keep in mind is they have been a particular burden to smaller manufacturers. Many of these smaller manufacturers are only in the U.S. And some of our members have seen the cost of their steel purchases rise almost 50 percent. So this is a significant increase. It’s particularly of concern between Canada and the United States. We’d like to see those two countries roll up their sleeves, use the same energy they used to conclude this new NAFTA and be able to come to some kind of agreement on steel and aluminum tariffs.”

-NPR, Oct 3 2018
“It is critical that all three parties be a part,” said the Motor & Equipment Manufacturers Association, which represents suppliers for the car industry, in a statement. Manufacturing trade groups said they would scrutinize specifics of the deal as they are released.”

-WSJ, October 1, 2018
Ann Wilson, senior vice president of government affairs of the Motor & Equipment Manufacturers Association, a national trade group, disagreed. Over the last five years, she said, jobs in American motor vehicle manufacturing have jumped 19 percent. The industry now directly employs roughly 891,000 workers. Sourcing cheaper parts from abroad while pouring resources into high-tech design has fueled this growth, Wilson said. Applying tougher regulations could deliver unwanted consequences and endanger jobs, she said.

“If you are no longer able to use a global supply chain to find the best value, you’ll no longer able to compete against a vehicle that is made in Europe or Asia,” Wilson said.”

-Washington Post, Sept 25, 2018
"All the headlines are focusing on US tariffs on Chinese goods and how they could impact costs — rising prices of crankshafts, engines and spark plugs will hit the bottom line for carmakers after the recent imposition of tariffs on $200bn/yr of Chinese goods. The tariffs "will serve as a tax increase on the American public and consumers by increasing the costs of a new car or truck and of maintaining the hundreds of millions of vehicles currently on the roads", the Motor and Equipment Manufacturers Association said.

-Argus Media, Sept 24, 2018
“Ann Wilson, senior vice president of government affairs at the Motor and Equipment Manufacturers Association, said at the hearing that “the imposition of tariffs is a risk to our economic security that jeopardizes supplier jobs and investments in the United States.”

-Washington Post, Sept 24, 2018
Ann Wilson, MEMA: “We are hurting a lot of people in the United States who depend on that trade. One of the things that has really troubled our members is a lack of certainty. Some of our smaller manufacturers are not hiring now. It’s also going to decrease the choices that many American consumers are going to find when they go to service their vehicle or when they go to repair a vehicle.”

-Marketplace, Sept 24, 2018
“Catherine Boland, from the Motor & Equipment Manufacturers Association, said she’d been fielding calls from her manufacturers, particularly smaller ones. They're worried about tariffs on basic commodities, for example resins from China that are used to make vinyl or plastics. Ms Boland doesn't support the tariffs. But she is worried about China: [Our association] shares the administration's concerns regarding Chinese industrial policies that promote technology localization, such as Made in China 2025. These policies increase vulnerabilities for US companies such as unfair practices focused on technology transfer and weakened IP protection. They make it difficult for a non-Chinese company to compete in China and abroad. While the administration's focus on protecting IP as something MEMA supports, tariffs on these manufacturing imports -- inputs will not protect IP.... In closing, we urge USTR to not move forward with broad based tariffs. Additionally we continue to recommend bilateral discussions between the US and China before implementing additional tariffs that will harm our industry, job creation, domestic investments and the overall U.S. economy.”

-FT, Sept 19, 2018
“Lobbyists for auto-parts manufacturers in the U.S. have opposed the broad-brush tariffs, urging the Trump administration to take a much more targeted approach by using anti-dumping duties instead. “This overall blanket approach is going to cost consumers” in the form of higher prices, said Ann Wilson, senior vice president at the Washington-based Motor Equipment & Manufacturers Association. Steel and aluminum tariffs are already squeezing suppliers, and the latest levies on Chinese-made goods will only exacerbate profit pressures in the industry, she said.”

-WSJ, Sept 19, 2018
Ford Says Despite Trump's Tweet, Focus Active Won't Be Produced In U.S.

“Even cars that are both made and sold in the U.S. are not exempt from the implications of tariffs. The industry group Motor & Equipment Manufacturers Association has expressed concern over tariffs on raw metal, saying they have a destabilizing effect on U.S. manufacturing and that the process of asking for exemptions is “opaque, inconsistent and inaccessible.”” -WAMC Radio, Sept 10, 2018
“If the Trump administration gets its way with a revised NAFTA, 40 percent of a car built in North America would need to come from a North American country where workers earn about $16 an hour; in other words, from the US or Canada. Could this change drive more work to the US?
“I don’t think it's that simple,” says Fream “As you increase the amount of content, yes, you will potentially, short term, look at increasing the jobs, but it may also increase the cost.”
A cost that ultimately gets passed along to consumers in the form of higher car prices.”

-PRI, Sept 6, 2018
Crain’s Detroit Business

Navigating NAFTA 2.0: New trade pact likely to reduce automotive competition, raise prices

“Washington, D.C.-based Motor & Equipment Manufacturers Association, a trade group for automakers, heavy-duty vehicle manufacturers and their suppliers, said the quota will decrease U.S. employment. "MEMA is concerned that (the quota) may serve to decrease American manufacturing jobs and exports and put U.S. businesses at a global disadvantage — all while increasing costs to consumers," MEMA said in an Aug. 29 letter to its members.”

-Crain’s Detroit Business, September 2, 2018
“If we run up against these quotas, we are going to make manufacturing more expensive in the United States. Period,” said Ann Wilson, senior vice president of government affairs of the Motor & Equipment Manufacturers Association.”

-New York Times, August 29, 2018
Ann Wilson: “It is really important that Canada be at the table and that this be a three-party agreement. If we cannot get parts into our country in a way that is financially viable, it is going to be much more difficult to make cars in this country; if it is hard to make cars in this country, we won’t employ as many people.”

-CNN, August 29, 2018
“Manufacturers hate quotas,” said Ann Wilson, senior vice president at the Washington-based Motor Equipment & Manufacturers Association. “They are a significant risk to the supply chain and will hurt our global competitiveness,” she said.”

-Wall St Journal, Aug 29, 2018
While playing every card they can to avoid punishing taxes, companies that use steel and aluminum find the process, in the words of the Motor & Equipment Manufacturers Association, “onerous, expensive, and confusing.”

-USA Today, August 29, 2018
“Duty-free auto parts exports from Mexico to the United States could be capped at $90 billion a year under the agreement, said Ann Wilson, senior vice president of government affairs at the Motor and Equipment Manufacturers Association. The figure exceeds current levels, but parts shipments above that quota could be subject to 232 tariffs, Wilson said.”

-Reuters, August 28, 2018
“Ann Wilson is the Senior VP of Government Affairs for the Motor and Equipment Manufacturers Association (MEMA). Wilson joined Stateside’s Cynthia Canty to discuss the potential impact of the United States-Mexico Trade Agreement.
Wilson said it’s good that the administration is making progress with Mexico, but added that NAFTA works because it is a three-party agreement.
“Michigan is so close to Canada, you know the importance of that trade, and we really do need to make sure we bring Canada in as an equal partner,” Wilson said.”

-Michigan Radio, August 28, 2018
“The concern the everybody needs to have is the impact that this is going to have on the economy overall; there is a lot of misunderstanding about the global supply chain and the impact that it has on U.S. workers. What we should be doing is focusing on how we retain those jobs and grow those jobs in our country. I think there’s an opportunity for us to work our way through this and come up with better trade agreements, but if we continue to add tariff upon tariff on imported goods we’re going to find that investments leave this country...we’ll find ourselves at the losing end of technology.”

-Marketplace, NPR News, Aug 22, 2018
“Ann Wilson, senior vice president of government affairs for MEMA, said the imposition of tariffs would jeopardize supplier jobs and investments to the U.S. “To put it simply, if we lose the opportunity to develop and manufacture new technologies in the U.S., we will have little opportunity to recoup these losses for a decade,” she said in the release.”

-World Trade Online, August 22, 2018
“The importation of motor vehicle parts is not a risk to our national security,” Ann Wilson, senior vice president of government affairs for the Motor & Equipment Manufacturers Association, said in a statement announcing the new group. “However, the imposition of tariffs is a risk to our economic security, jeopardizing supplier jobs and investments in the United States. To put it simply, if we lose the opportunity to develop and manufacture new technologies in the U.S., we will have little opportunity to recoup these losses for a decade.”

-Politico, August 21, 2018
“The exclusion request process lacks transparency and will be particularly burdensome for smaller manufacturers. It is unbalanced and appears to not allow for successful outcomes for downstream users,” Ann Wilson, Vice President for Government Affairs at the Motor & Equipment Manufacturers Association, told Congress at a hearing on Thursday.

-Washington Post, April 16, 2018
“Trade groups warn of higher costs and job losses for companies that manufacture engines, brake components and other car parts. “Vehicle suppliers are the largest sector of manufacturing jobs in the U.S., directly employing over 871,000 Americans in all 50 states,” said Ann Wilson, a senior vice president with the Motor & Equipment Manufacturers Association, at the Commerce Department hearing. Wilson said her association recently polled its membership of 1,000 vehicle suppliers, and nearly 80 percent of those responding said the proposed tariffs would have a negative impact on business. “Most job cuts would occur within the first six months of the tariffs,” Wilson testified.”

-McClatchy DC Bureau, August 7, 2018
President Trump’s proposed tariffs on car and truck imports are facing a wave of criticism.

“The only way auto part markers can absorb the added costs is to let people go,” said Ann Wilson, senior vice president at the Motor and Equipment Manufacturers Association. “We’re the largest employer of manufacturing jobs in the United States, with over 870,000 jobs. This could wipe out virtually every single one of those jobs in this country. It’s astronomical.”

-Washington Post, July 25, 2018
“There is no such thing as a truly U.S.-based, U.S.-built vehicle,” said Ann Wilson, the senior vice president of government affairs at the Motor & Equipment Manufacturers Association. Like automakers, parts and component suppliers fear the tariffs will inhibit the development of advanced automotive technologies. “The industry is desperately trying to get the administration to understand that we have the potential to be the center for new automotive development,” Wilson said. “If you can’t have the free flow of goods, that advanced technology will be developed elsewhere. It would take at least a decade to get those jobs back, if you could get them back at all.”

-Foreign Policy, July 25, 2018

A Ford factory in Kentucky on Oct. 27, 2017. Ford invested in factory upgrades to make all-new, heavier vehicles for a booming U.S. market. (Bill Pugliano/Getty Images)
“Auto tariffs will become reality sooner rather than later,” said Ann Wilson, vice president of the Motor & Equipment Manufacturers Association, which represents some 1,000 components makers including the US operations of Bosch and Continental. Ms. Wilson was among 40 auto industry delegates invited to the Department of Commerce last week. They tried to change the US administration’s mind by warning of higher prices, lower revenues, and job losses in production, supply and dealerships.”

-Handelsblatt Global, July 25, 2018
"The auto and parts supplier industries are opposed to the tariffs. "We have 870,000 Americans who are employed by our industry," says Ann Wilson with the Motor and Equipment Manufacturers Association, which represents the parts makers. She says her members have already been hit by steel and aluminum tariffs and retaliatory tariffs from China. "What I'm hearing from members now is they are not filling jobs that they have available because they're not sure that they're going to have the work for them in the future," Wilson says.”

-NPR, July 24, 2018
The procession of industry groups and foreign governments lining up to oppose President Trump’s car tariffs is starting to look like a rush-hour traffic jam. “The importation of motor-vehicle parts is not a risk to our national security,” Ann Wilson, senior vice president of government affairs of the Motor and Equipment Manufacturers Assn., told a public hearing Thursday on the auto industry. “However, the imposition of tariffs is a risk to our economic security that jeopardizes supplier jobs and investments in the United States.”

-L.A. Times, July 19, 2018
“The procession of industry groups and foreign governments lining up to oppose President Donald Trump’s car tariffs is starting to look like a rush-hour traffic jam. “The importation of motor-vehicle parts is not a risk to our national security,” Ann Wilson, senior vice president of government affairs of the Motor and Equipment Manufacturers Association, told a public hearing Thursday on the auto industry.

“However, the imposition of tariffs is a risk to our economic security that jeopardizes supplier jobs and investments in the United States.”

-Bloomberg, July 19, 2018
“The industry’s long lead times for new products mean the stakes are high. If the tariffs raise costs or disrupt supply chains in a way that encourages companies to base their advanced mobility research elsewhere, “we will have little opportunity to recoup these losses for a decade,” Ann Wilson, Senior Vice President of government affairs for the Motor & Equipment Manufacturers Association, plans to tell Thursday’s hearing.”

-Washington Post, July 19, 2018
“Ann Wilson, the senior vice president of government affairs of the Motor & Equipment Manufacturers Association who testified Thursday morning, said she was concerned that tariffs could stifle innovation in emerging sectors of the auto industry. A survey of her trade group’s members showed that companies would respond to higher prices for components like lithium batteries and semiconductors by moving electric and autonomous vehicle research and manufacturing outside the United States. “If it gets more expensive to bring those technologies into the United States, our suppliers are going to find other places to do research,” Ms. Wilson said.” – New York Times, July 19, 2018
The Commerce Department was holding a daylong hearing on Trump’s proposal to raise taxes at the department’s headquarters in Washington. Testimony will include comments from ambassadors from Canada, Mexico and the European Union. As testimony kicked off, Ann Wilson of the Motor and Equipment Manufacturers Association said that a survey of parts manufacturers shows that 80 percent of respondents said that if tariffs are imposed, the businesses would cut jobs, delay research and development and shift jobs outside the U.S."

-Detroit Free Press, July 19, 2018
At a July 19 hearing…the Alliance of Automobile Manufacturers and Association of Global Automakers, will testify, as will the National Automobile Dealers Association, National Association of Manufacturers, Motors & Equipment Manufacturers Association and groups representing German and Japanese automakers, according to a draft agenda not yet made public.”

-Autoblog/Reuters, July 13, 2018
The latest round of proposed tariffs on Chinese-made goods targets dozens of auto products, including everything from struts and parts for gearboxes to brake pads and windshield glass. “Escalating this back-and-forth with a major trade partner will not resolve the issue,” said the Motor & Equipment Manufacturers Association, a trade group for auto parts suppliers.”

-Wall St Journal, July 12, 2018
“Last month, two major U.S. auto trade groups warned that tariffs of up to 25 percent on imported vehicles would cost hundreds of thousands of jobs in auto manufacturing, dramatically raise prices on vehicles, and threaten industry investment on self-driving cars. Major automakers have also filed comments warning of job losses and lost sales. At a July 19 hearing, those two groups, the Alliance of Automobile Manufacturers and Association of Global Automakers, will testify, as will the National Automobile Dealers Association, National Association of Manufacturers, Motors & Equipment Manufacturers Association and groups representing German and Japanese automakers”

-Reuters, July 12, 2018
“What is going to play out in the industry is higher costs, lower employment and a massive disruption that could ultimately result in an economic downturn for the country.”
Ann Wilson, an official with the Motor and Equipment Manufacturers Association, which represents auto parts makers, referring to the effects she fears from President Trump’s tariffs on imported cars and car parts.”

-New York Times, July 3, 2018

Jack Ewing, New York Times, July 3, 2018
“Ann Wilson, the senior vice president for government affairs at the Motor and Equipment Manufacturers Association, which represents auto parts makers, said her group had met with Mr. Trump’s economic advisers, staff at the Treasury and Commerce Departments, and lawmakers of both parties to convey the dire impact that tariffs could have on the industry.

Many smaller manufacturers of auto parts, especially those whose costs have risen because of steel and aluminum tariffs, would not be able to last even three months with a substantial tariff on imports, she said.

“What is going to play out in the industry is higher costs, lower employment and a massive disruption that could ultimately result in an economic downturn for the country,” Ms. Wilson said.”

-New York Times, July 3, 2018
“What’s especially striking right now is that even industries Trump claims he wants to help are protesting his policies, urging him to reverse course...The Motor & Equipment Manufacturers Association has urged the administration to stand down, declaring that “counterproductive unilateral actions” will “erode U.S. jobs and growth” while doing nothing to protect national security.”

-New York Times, July 2, 2018
“The Motor & Equipment Manufacturers Association, representing 1,000 vehicle parts-makers, told Commerce it “strongly opposes” Trump’s tariffs. “Counterproductive unilateral actions will place manufacturers at a competitive disadvantage to their global counterparts, erode U.S. jobs and growth, and will not protect the national security of the United States,” the industry group said.”

-Washington Post, June 29, 2018
While they wait for decisions, companies must pay Trump’s import tax. Exclusions are retroactive to the date Commerce posts them online, so companies expect to eventually have their tariff payments refunded.

“We’ve been concerned about the process from the outset,” said Ann Wilson, senior vice president for the Motor and Equipment Manufacturers Association. “It’s an enormous burden for small companies.”

-Washington Post, June 19, 2018
“IMF Director Christine Lagarde said Thursday that a trade war would lead to "losers on both sides" and could have a "serious" impact.

The International Monetary Fund (IMF) warned that the dispute could hurt business and consumer confidence.

The Motor and Equipment Manufacturers Association, which represents car parts makers, called the tariffs "taxes that hurt U.S. companies, put jobs at risk, and negatively impact consumers."

-BBC News, June 15, 2018
DWYER: ..”jobs, especially at auto parts suppliers, could be at risk. Ann Wilson is with the Motor & Equipment Manufacturers Association, a group that represents vehicle parts makers.”

ANN WILSON: “These costs are going to have to be borne by someone, and initially they’re going to be borne by manufacturers.”

-NPR, June 13, 2018
New tariffs could create messy uncertainty for U.S. auto parts manufacturers

A conversation with Ann Wilson, Senior Vice President of Government Affairs for the Motor & Equipment Manufacturers Association

“Ann Wilson is the senior vice president of government affairs for the Motor & Equipment Manufacturers Association (MEMA). She spoke with Stateside about potential effects of Trump’s new tariffs. Wilson said the first consequence of these new tariffs is that they will diminish American manufacturers' access to raw materials. “There is very highly specified technical steel aluminum that comes into this country from Europe, Canada, Mexico and other sources, but then other manufacturing is done in the United States to those materials that create jobs in this country,” Wilson said.”

-NPR News, June 1, 2018
"Our members could face having to pay double tariffs on some materials necessary to manufacture parts in the US," said a statement from the Motor & Equipment Manufacturers Association. "Industries like ours, which require long-term investments in facilities and employees, depend on regulatory and market stability. These actions have thrown all of that up in the air."

—Washington Post, May 31, 2018
“Ann Wilson, senior vice president of government affairs of the Motor & Equipment Manufacturers Association, said there's a "safety-critical" part used with injectors that's only available in Europe.

“That steel is brought into the U.S., and the fuel injector itself is put together in South Carolina. This steel, which is only available in Europe, is now subject to the tariff.” MEMA represents the largest U.S. manufacturing sector, employing 871,000 U.S. workers, whom Wilson said the tariffs will hurt.”

-Politico Pro, May 31, 2018
“Auto-parts makers were already facing trade challenges and uncertainties on several fronts, including Nafta renegotiations, previous tariffs on Chinese imports and possible duties on imported vehicles and parts,” said Ann Wilson, senior vice president of government affairs for the Motor & Equipment Manufacturers Association, which represents vehicle suppliers. The industry depends on regulatory and market stability, she said.”

-Bloomberg, May 31, 2018
“A foreign vehicle manufacturer is going to depend on the importation of those parts,” said Ann Wilson, vice president of the Motor & Equipment Manufacturers Association.

“If it gets harder to get those parts in here, and we sell fewer of those vehicles, that’s going to impact the bottom line of folks who are making vehicles here.”

-WSJ, May 24 2018

William Mauldin and Siobhan Hughes, Wall St Journal, May 24, 2018
“Ann Wilson of the American Motor and Equipment Manufacturers Association reports her members’ concerns about an entirely new administrative burden. When shipping parts between Mexico and America, they have never had to keep track of wages in the way such a rule would require. It is unclear which workers will count and how the wage threshold will be kept up-to-date.” -Economist, May 17, 2018
“Ann Wilson, Senior Vice President at the Washington-based Motor Equipment & Manufacturers Association, said auto suppliers she represents “need to have a consistent access to specialty steel and aluminum just to continue to manufacture in this country.”

—WSJ, May 11 2018
We are approaching this with caution because of the potential for administrative burdens placed on suppliers,” said Ann Wilson, senior vice president at the Washington-based Motor Equipment & Manufacturers Association, which represents major auto suppliers.”

WSJ, May 7 2018
"We continue to be concerned about the phase-in time and the amount of paperwork that will be necessary for compliance," said Ann Wilson, senior vice president of government affairs for the Motor and Equipment Manufacturers Association.”

~Reuters, April 30, 2018

David Shepardson and David Lawder, Reuters, April 30, 2018
The latest proposal would scale back some U.S. demands on the proportion of cars and auto components required to be made in North America. Mexico and Canada had complained the original U.S. proposal was too strict, and Detroit worried it could damage the industry.

“I think it’s moving in the right direction,” said Ann Wilson, senior vice president at the Motor & Equipment Manufacturers Association, which includes major auto-industry suppliers and parts producers active internationally. “We have a few technical things to work out.”

—WSJ, April 13, 2018
“From the parts manufacturer perspective this is a significant step in the right direction, compared to where we were,” said Ann Wilson, head of government affairs at the Motor and Equipment Manufacturers Association. “But it does appear that this will create significantly more paperwork for smaller suppliers to have to certify their parts,” Wilson added. “I think there’s a lot of room yet to improve this.”

-Reuters, April 13, 2018
“We are concerned about the impact that tariffs will have on the ability of our 1,000 company members to remain competitive in a global marketplace,” said Ann Wilson, senior vice president of government affairs at Motor Equipment Manufacturers Association.”

-Reuters, April 4 2018
Ann Wilson, Motor & Equipment Manufacturers Association
SVP Of Government Affairs:

“* ANN WILSON, MOTOR & EQUIPMENT MANUFACTURERS ASSOCIATION
SVP OF GOVERNMENT AFFAIRS ON CHINA TARIFFS SAYS “WANT A GOOD
WORKING RELATIONSHIP WITH CHINA”

* ANN WILSON, ON CHINA TARIFFS, SAYS RECOGNIZES AUTOMOTIVE
PARTS ARE NOT ON THE LIST, BUT CONCERNED THAT MANY COMPONENTS
THAT GO INTO MOTOR VEHICLES ARE ON U.S. LIST

* ANN WILSON, ON CHINA TARIFFS, SAYS “WE ARE STILL WORKING TO
FULLY UNDERSTAND THE LONG TERM IMPACTS OF THIS ACTION”

* ANN WILSON, ON CHINA TARIFFS, - “FEEL THAT TARIFFS ARE NOT THE
SOLUTION TO THE SUBSTANTIAL AND GROWING PROBLEM OF IP THEFT”

-Reuters, April 4 2018
MEXICO CITY (Reuters) - From a hotel in Mexico City, Ann Wilson, a senior executive at the U.S. Motor and Equipment Manufacturers Association (MEMA), is fielding calls from American auto parts makers worried that President Donald Trump's metal tariffs will force them out of business.

Wilson came to Mexico with a different task - to lobby NAFTA trade negotiators on behalf of the U.S. auto industry, but once Trump announced on Thursday that he would impose tariffs of 25 percent on steel imports and 10 percent on aluminum products, her phone began ringing with calls from members at home.

"Everybody is very concerned," Wilson told Reuters on Friday. "We've seen it in the stock market and level of CEO calls I've been getting over the last 24 hours how much this is a concern and how much of this overrides everything else."

The U.S. auto parts industry employs about 880,000 workers and MEMA represents motor vehicle parts manufacturers, the largest U.S. manufacturing sector and largest employer of manufacturing jobs in the United States.

Some of MEMA's members would be deeply affected by Trump's tariffs because they rely on specialty steel and aluminum products imported from Europe, Asia and other regions, said Wilson, speaking on the sidelines of the North American Free Trade Agreement talks. Many economists say that instead of increasing employment, price increases for consumers of steel and aluminum such as the auto and oil industries will destroy more U.S. jobs than they create.

"Our industry was really pleased with what we accomplished with tax reform and the improvement in the economy, and a lot of that enthusiasm could all be for naught if we do something like this," said Wilson.

The parts companies, some of them the largest employers in a local district, worry that if Trump goes ahead with the tariffs they may not be able to adjust quickly enough and be forced out of business by the substantially higher cost of imports. Foreign suppliers may also begin to look outside the United States for other customers.

"The smaller suppliers are the ones at risk because they can't pivot and they can't move their businesses," said Wilson. "They may not be able to absorb this kind of cost. It's not as simple as saying we'll just make that specialty steel here."

Some of the products that are imported are as specialised as steel tyre cords used to reinforce tires, or cylinders used for auto fuel injectors. Washington-based MEMA has actively lobbied the administration and Congress about the hazards of imposing tariffs and pushed back at arguments that imports of the metals were a security risk. In mid-February, MEMA wrote to Trump opposing any action saying it was necessary for auto supply companies to have access to specialty steel and aluminum products so they can keep manufacturing parts in the United States.

Even if Trump agrees to exempt some products from the tariffs, Wilson said companies, especially smaller ones, worry they will be burdened by red tape related to applying for exclusions.

"Our industry was really pleased with what we accomplished with tax reform and the improvement in the economy, and a lot of that enthusiasm could all be for naught if we do something like this," said Wilson. -Reuters, March 3, 2018
“There is no product made in North America that meets this rule of origin requirement,” said Matt Blunt, president of the American Automotive Policy Council, which represents Ford Motor Co, General Motors Co and Fiat Chrysler.”

-Reuters, November 20, 2017
“I think I’m more optimistic now than I have been in quite some time, because we have an opportunity here for having a true dialogue on what a 21st century rule of origin for NAFTA might look like,” said Ann Wilson, senior vice president of government affairs at the Washington-based Motor and Equipment Manufacturers Association.”

-Reuters, January 26, 2018
“The industry must have access to specific raw and finished materials for manufacturing,” said Ann Wilson, senior vice president for government affairs at the Motor and Equipment Manufacturers Association, which represents U.S. auto-parts makers. “Those materials are not always available within the region.”

—WSJ, November 9, 2017
“The Motor and Equipment Manufacturers Association estimates that if NAFTA were repealed auto parts suppliers could lose as many as 50,000 jobs.”

- Politico, Nov 7, 2017
Auto Industry Declares War on Trump Over NAFTA

“We’re winning with NAFTA,” declared a newly formed coalition, Driving American Jobs, on its website. Comprised of automakers including General Motors, Toyota and Volkswagen, as well as the American International Automobile Dealers Association and the Motor & Equipment Manufacturers Association, the campaign has been emphasizing the benefits of NAFTA, aiming to counter the perception played up by the Trump administration that it is costing U.S. jobs.
“A focus on bilateral trade balances or content requirements obscures a much larger and more important picture. In the case of the North American Free Trade Agreement, more than one million more vehicles were produced in the United States last year than in the year before NAFTA,” says John Bozella, CEO of the Association of Global Automakers.”

—Forbes, October 25, 2017

The Trump administration is threatening to change the rules on NAFTA, which has galvanized business, especially the auto industry, against the move. (Photo credit should read ANDREW CABALLERO-REYNOLDS/AFP via Getty Images)
“The auto industry joins the U.S. Chamber of Commerce and other large business groups that have become more vocal in recent weeks about Trump’s efforts to change the 23-year-old accord, saying the changes would hurt American jobs. The auto coalition, which includes the Motor & Equipment Manufacturers Association and American International Automobile Dealers Association, said ending NAFTA, which underpins $1.2 trillion in annual trade between the three countries, would put U.S. auto sector jobs at risk.”

—Reuters, October 24, 2017
Some of the world’s largest car manufacturers are joining forces in an attempt to stop US President Donald Trump withdrawing the United States from NAFTA...the coalition, which includes the Motor & Equipment Manufacturers Association and American International Automobile Dealers Association, said ending NAFTA, which has become key to $1.2 trillion (1 trillion euros) in annual trade between the three countries, would put American auto sector jobs at risk.

-Deutsche Welle, Oct 24, 2017
“These proposed rules would increase the cost of manufacturing and raise prices for consumers,” said Ann Wilson, senior vice president for government affairs at the Motor & Equipment Manufacturers Association, which represents auto suppliers.”

-Time, October 17, 2017
“Last week the Boston Consulting Group also released a study sponsored by the Motor & Equipment Manufacturers Association that found ending Nafta could mean the loss of 50,000 American jobs in the auto-parts industry as Mexico and Canada revert to pre-Nafta tariffs.”

-WSJ, October 16, 2017
“Ann Wilson, Senior Vice President of Government Affairs for the Motor and Equipment Manufacturers Association, which represents U.S. auto parts makers, said the group was speaking to “as many levels of policymakers as possible.”

“We are hopeful that by providing data and analysis ... that we can find a landing zone that will allow our members to continue to thrive,” said Wilson. “But the proposal that I understand is on the table right now will not do that.”

—Reuters, October 16, 2017
“Last week the Boston Consulting Group also released a study sponsored by the Motor & Equipment Manufacturers Association that found ending NAFTA could mean the loss of 50,000 American jobs in the auto-parts industry as Mexico and Canada revert to pre-NAFTA tariffs.”

-WSJ, October 15, 2017
“Ending NAFTA...would result in a full reversion to tariffs under World Trade Organization rules, according to the Boston Consulting Group study sponsored by the Motor Equipment Manufacturers Association.” –Reuters, October 12, 2017
“...Changing the so-called rules of origin would increase manufacturing costs and expose carmakers to new tariffs, leading to higher vehicle prices and lower demand for costly technology and safety features, according to research prepared for the Motor and Equipment Manufacturers Association, the auto suppliers trade group.”

~Bloomberg, October 12, 2017
“American industry has begun sounding alarm bells about the potential damage if NAFTA dies. The U.S. Motor & Equipment Manufacturers Association released a study Thursday saying it could cost 25,000 to 50,000 U.S. jobs, and warned that too-stringent content rules could cost 24,000 jobs.”

-The Canadian Press, October 12, 2017
“Forcing unrealistic rules of origin on businesses would leave the U.S. unable to compete by increasing the cost of manufacturing and raising prices for consumers,” said Cindy Sebrell, a spokeswoman for the Motor Equipment Manufacturers Association, which represents auto parts manufacturers.”

-Reuters, October 6, 2017
“More than 871,000 Americans are directly employed by the motor-vehicle-parts-manufacturing industry, which is represented by the Motor & Equipment Manufacturing Association. This number, up nearly 19 percent since 2012, represents 2.9 percent of U.S. employment and 2.4 percent of gross domestic product. In all, the total employment impact of our industry is 4.26 million American jobs.”

-Washington Post, Sept 26 2017
“A 15 percent border tax would cost U.S. automakers and suppliers $22 billion annually, according to a study by the Boston Consulting Group. Meanwhile, a proposal to leave the North American Free Trade Agreement, with a 20 percent tariff on Mexican imports, would drive up production costs on average by $650 per vehicle, the study said. The Motor & Equipment Manufacturers Association commissioned the study.”

-Forbes, September 30, 2017
"Hundreds of thousands of Americans go to work every day in the automobile manufacturing industry," Ross wrote. "The declining U.S. share of content in imports from Canada and Mexico puts those jobs at risk."

Ann Wilson, senior vice president of government affairs of the Motor and Equipment Manufacturers Association, a national trade group, disagreed.

Over the last five years, she said, jobs in American motor vehicle manufacturing have jumped 19 percent. The industry now directly employs roughly 891,000 workers. Sourcing cheaper parts from abroad while pouring resources into high-tech design has fueled this growth, Wilson said. Applying tougher regulations could deliver unwanted consequences and endanger jobs, she said."

-Washington Post, September 25, 2017
“Our members feel very strongly that rules of origin are not the tools to use to reshore jobs into the U.S.,” said Ann Wilson, senior vice president of government affairs for the Motor and Equipment Manufacturers Association, a trade group representing auto parts makers. Wilson and other industry advocates say a better way to boost U.S. manufacturing jobs is through policies aimed at expanding vehicle exports.”

–Fortune, August 2017
“The economics of bringing production work back to the U.S. aren’t favorable for most automotive products under current market conditions, according to the study by Boston Consulting Group and commissioned by the Motor & Equipment Manufacturers Association.”

-Automotive News, July, 2017
“The Motor and Equipment Manufacturers Association and several other auto industry groups say they welcome efforts to update and modernize NAFTA but also say the industry would be harmed if the U.S. unilaterally pulled out of the trade agreement. -Detroit Free Press, July 2017
“The BCG study was commissioned by the Motor & Equipment Manufacturers Association, a trade group representing parts suppliers. The group has been in contact with members of the House of Representatives, the Senate and the Trump Administration, said Ann Wilson, the association’s senior vice president of government affairs.”

-Bloomberg, July, 2017
Leaving NAFTA, imposing tariffs would drive up vehicle prices: study

“A new study commissioned by the Motor & Equipment Manufacturers Association and conducted by Boston Consulting Group suggests that the U.S. leaving NAFTA would drive up prices of vehicles sold in the U.S. through suggested tariffs on autos and auto parts coming into the U.S. from Canada and Mexico. A renegotiation of NAFTA, however, could benefit the auto industry, said Ann Wilson, senior vice president for government affairs for the association. "The administration is focused on renegotiating NAFTA this year," she said during a conference in Troy, Mich., on Wednesday. "We are very concerned about its impact on employment in the industry."

—Chicago Tribune, July 2017
“According to the BCG study, commissioned by the U.S. Motor & Equipment Manufacturers Association, leaving NAFTA would have severe implications for the sector. The study estimated U.S. tariffs in a range from 20 percent to 35 percent would add $16 billion to $27 billion annually to costs at automakers and their suppliers.”

- Reuters, July 2017