



**March 24, 2025**

The Honorable Donald J. Trump  
President of the United States  
The White House  
1600 Pennsylvania Avenue  
Washington, DC 20500

Dear President Trump:

The National Lumber and Building Material Dealers Association (NLBMDA), on behalf of its members, respectfully writes to share the perspectives of our industry regarding the administration's trade policies and its impact on the lumber and building material (LBM) sector. NLBMDA members operate over 6,000 retail stores serving homebuilders, subcontractors and consumers and are driving forces for localized economic activity. Our members are predominantly family owned and operated businesses who have been deeply rooted within their communities for generations.

The U.S.-Canadian lumber and building material industry is predicated on a fundamental understanding that our respective economies flourish when we engage in robust and fair trade between our two nations. Canada has long been a crucial partner in providing the United States with lumber and various building materials. These products are essential to the construction of homes, commercial buildings, and infrastructure across the United States. Canadian lumber and its derivative products—such as engineered wood products—play a key role in meeting the growing demand for new housing and renovation projects. The quality and affordability of these materials have been integral in pursuing our industry's goal of addressing the affordable housing crisis, an issue that you rightfully recognized on your first day back in the White House.<sup>1</sup>

Our industry is supportive of your administration's initiative of increasing domestic sourcing of lumber to reduce reliance on foreign imports through strengthening the U.S. timber industry. However, it is important to recognize that achieving this goal will take time and require significant investment in both infrastructure and sustainable forest management. While domestically available species such as Southern Yellow Pine are a

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<sup>1</sup> White House. "Delivering Emergency Price Relief for American Families and Defeating the Cost of Living Crisis." *The White House*, 20 Jan. 2025, [www.whitehouse.gov/presidential-actions/2025/01/delivering-emergency-price-relief-for-american-families-and-defeating-the-cost-of-living-crisis/](https://www.whitehouse.gov/presidential-actions/2025/01/delivering-emergency-price-relief-for-american-families-and-defeating-the-cost-of-living-crisis/).

valuable resource, they do not serve as a direct substitute for the many applications where Canadian Spruce-Pine-Fir (SPF) is preferred.

Our industry recognizes the importance of the larger policy goals being pursued by your Administration. However, we respectfully urge you to weigh the long-term implications tariffs have on the affordability of lumber and building materials and the housing construction sector at large. Until domestic timber production is scaled to meet the specific demands of the U.S. construction market, Canadian SPF will remain a vital part of the building materials supply chain. Therefore, it is critical, at a time when inputs to residential construction continue to rise, that no further actions be taken by the Administration that will negatively impact our common goal of improving housing affordability.

For over 100 years, NLBMDA has served as the voice of the lumber and building materials industry in Washington. Our members have advanced policies which expand the economy, increase the domestic workforce, and reduce the regulatory barriers historically hindering small business growth. Following this storied tradition, NLBMDA is committed to working with you and your Administration to identify solutions that enable our industry and the economy at large to thrive.

Sincerely,

A handwritten signature in black ink, reading "Jonathan Paine". The signature is written in a cursive style with a large, stylized "J" and "P".

Jonathan M. Paine, CAE  
President & CEO  
National Lumber and Building Material Dealers Association



**March 24, 2025**

Ambassador Jamieson Greer  
United States Trade Representative  
Office of the United States Trade Representative  
600 17<sup>th</sup> Street, N.W.  
Washington, D.C 20508

Dear Ambassador Greer:

The National Lumber and Building Material Dealers Association (NLBMDA), on behalf of its members, respectfully writes to share the perspectives of our industry regarding the administration's trade policies and its impact on the lumber and building material (LBM) sector. NLBMDA members operate over 6,000 retail stores serving homebuilders, subcontractors and consumers and are driving forces for localized economic activity. Our members are predominantly family owned and operated businesses who have been deeply rooted within their communities for generations.

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Our industry is supportive of the administration's initiative of increasing domestic sourcing of lumber to reduce reliance on foreign imports through strengthening the U.S. timber industry. However, it is important to recognize that achieving this goal will take time and require significant investment in both infrastructure and sustainable forest management. While domestically available species such as Southern Yellow Pine are a valuable

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Our industry recognizes the importance of the larger policy goals being pursued by the administration. However, we urge the administration to weigh the long-term implications tariffs have on the affordability of lumber and building materials and the housing construction sector at large. Until domestic timber production is scaled to meet the specific demands of the U.S. construction market, Canadian SPF will remain a vital part of the building materials supply chain. Therefore, it is critical, at a time when inputs to residential construction continue to rise, that no further actions be taken by the Administration that will negatively impact our common goal of improving housing affordability.

For over 100 years, NLBMDA has served as the voice of the lumber and building materials industry in Washington. Our members have supported policies which expand the economy, increase the domestic workforce, and reduce the regulatory barriers historically hindering small business growth. Our industry is eager to work with this administration in pursuit of these goals. Following this storied tradition, NLBMDA is committed to working with this administration to identify solutions that enable our industry and the economy at large to thrive.

Sincerely,

A handwritten signature in black ink, reading "Jonathan Paine". The signature is written in a cursive, flowing style with a large initial "J" and a long, sweeping underline.

Jonathan M. Paine, CAE  
President & CEO  
National Lumber and Building Material Dealers Association