



ASSOCIATION OF
EQUIPMENT MANUFACTURERS

AGRICULTURE
CONSTRUCTION
FORESTRY
MINING
UTILITY

SUBJECT: AEM KEY VOTE: Vote YES on S. 3042, the 2018 Farm Bill

AEM and its 1,000 member companies urge all Senate members to vote YES on S. 3042, the Agriculture Improvement Act of 2018.

AEM also urges you to vote NO on any amendments that weaken crop insurance programs.

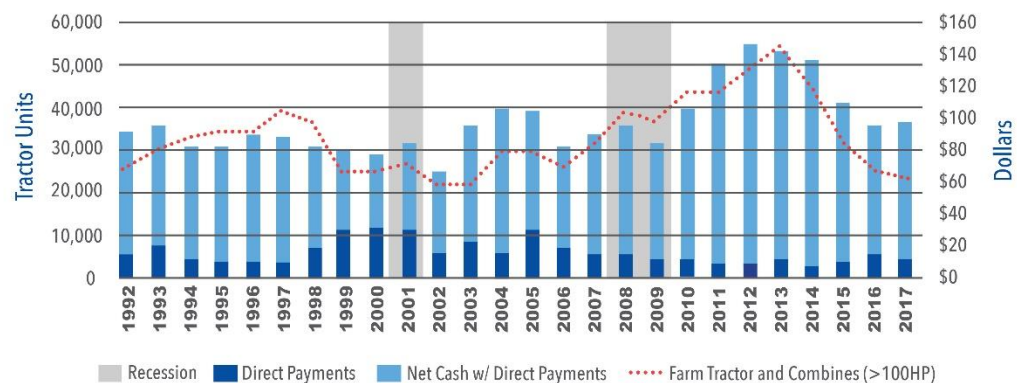
“Sound agricultural policy promotes a strong farm economy and a strong U.S. manufacturing sector,” said Dennis Slater, President of the Association of Equipment Manufacturers (AEM). **“This includes 320,000 agricultural equipment manufacturing jobs across America. We encourage the Senate to act swiftly by passing their own version of the Farm Bill so we can provide America’s farmers and ranchers with a robust safety net.”**

By voting yes on the 2018 Farm Bill and opposing harmful amendments to crop insurance, including those that would: 1) reduce or limit participation in crop insurance, 2) make insurance more expensive for farmers during a time of economic downturn in agriculture, or 3) harm private-sector delivery, the Senate has a rare opportunity to create jobs and keep U.S. manufacturing strong.

BUSINESS PROVISIONS

- As the graph illustrates, **there is a direct correlation between farm income and equipment sales**, which translates into manufacturing jobs.

T&C Sales vs. Farm Net Cash Income



Source: USDA/AEM Market Intelligence

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- **Agricultural equipment manufacturing jobs are hurting.** The agricultural equipment sector has been hit hard by the continuing slump in farm income. According to a 2012 IHS Global Insights study, 375,000 Americans were employed in the agricultural equipment industry. In 2017, an updated study showed a loss of 55,000 jobs.
- **Enacting a new Farm Bill that does no harm to crop insurance will be critical to the health of farmers and ranchers,** as well as the 320,000 Americans employed in the agricultural equipment industry.

AEM urges all Senate members to vote YES on S. 3042, the Agriculture Improvement Act of 2018 and NO on any amendments that weaken crop insurance programs.