

# AMERICANS FOR FREE ★ TRADE

November 27, 2018

President Donald J. Trump  
The White House  
1600 Pennsylvania Avenue  
Washington, DC 20500

Dear Mr. President,

On behalf of the Americans for Free Trade Coalition, we are writing to urge you to resolve the ongoing trade dispute with China during your meeting with President Xi this month. Resolution of this dispute is essential to keeping America competitive on the global stage while growing our economy and the millions of jobs supported by trade here at home.

Our diverse coalition represents every part of the U.S. economy including manufacturers, farmers and agribusinesses, retailers, technology companies, service suppliers, natural gas and oil companies, importers, exporters, and other supply chain stakeholders. Collectively, we support hundreds of millions of American jobs through our vast supply chains.

We agree that trading partners should abide by the global trade rules. Accordingly, we believe that targeted trade actions are effective measures for proven trade violations. Broadly applied tariffs, however, are not.

At a time when our economy is booming, unemployment is at record lows and consumer confidence is at its highest level in nearly two decades, we are united in our concern over the harmful consequences of tariffs for American businesses, workers, and families. Since our coalition launched in September, we have held townhall events across the country where Americans, including owners of local businesses large and small, detailed how tariffs hurt businesses, consumers and communities. Here are a few examples of what they've been saying at our town halls.

- **Columbus, Ohio:** President and CEO of the Ohio Council of Retail Merchants Gordon Gough said, "Retailers in Ohio have limited resources, so they won't be able to simply absorb the cost of these new taxes. Instead, these costs will show up in the form of fewer jobs and higher prices for Ohioans."
- **Dallas, Texas:** South Texas farmer and rancher Scott Frazier warned that "agriculture is bearing the brunt of these retaliations at a time when we can least afford it."
- **Milwaukee, Wisconsin:** President and CEO of the Marquis-Larson Boat group called the tariff impact on the boat building industry "catastrophic," adding that the "little guys are just getting crushed."
- **Philadelphia, Pennsylvania:** Not only are these tariffs costing consumers more for everyday products, but they are impeding access to new markets for Pennsylvanian farmers and business owners. "America's farmers produce enough food to meet the needs of consumers within our borders and worldwide who desire our high-quality products," said Juniata County hog and

chicken farmer Chris Hoffman. “Tariffs threaten our ability to market our products and directly affect our profitability. It is critically important for U.S. farmers to have access to free markets to remain economically viable.”

- **Rutherford County, Tennessee:** Hog farmer Brandon Whitt expressed his concern that if the trade war doesn’t end soon, markets could be lost and the trade war could cause “permanent damage to farming and agriculture in Tennessee and across the country.”

These stories of economic hardship are unfolding nationwide. The harm will be exacerbated when the tariffs on \$200 billion worth of goods increase to 25 percent on January 1, 2019. Further, the additional threat of tariffs on the remaining \$267 billion worth of trade with China is causing even greater concern for job creators across the country.

The impacts are supported by real numbers. According to data released by the joint Tariffs Hurt the Heartland campaign in October 2018, American businesses paid over \$5.6 billion in tariffs – more than a 70 percent increase from the same month last year. In September 2018, U.S. exports subject to retaliatory tariffs declined by \$2.5 billion, or 26 percent, from the previous year, having an immediate and severe impact on U.S. products sent abroad.

Tariffs are leading to fewer opportunities for America’s farmers and ranchers to compete in overseas markets and less income to provide for their families. For U.S. companies importing manufacturing inputs or finished products, these significant costs will result in higher prices, fewer jobs, slower wage growth and reduced investment. We will continue to see the cost of the trade war ripple through the U.S. economy and reverse this year’s economic progress.

Mr. President, we urge you to capitalize on your upcoming meeting with President Xi to reach an agreement that addresses China’s unfair trade practices and policies in order to remove the 2018 tariff increases, forgo the January 2019 tariff increase and avoid an additional round of tariffs on the remaining \$267 billion worth of everyday consumer products and manufacturing inputs. Millions of American farmers, business owners, companies, workers, and families are counting on you to make a deal.

Sincerely,

Accessories Council	Arkansas Grocers and Retail Merchants Association
Agriculture Transportation Coalition (AgTC)	Association For Creative Industries
American Apparel & Footwear Association (AAFA)	Association for PRINT Technologies
American Association of Exporters and Importers (AAEI)	Association of Equipment Manufacturers (AEM)
American Association of Port Authorities	Association of Home Appliance Manufacturers
American Bakers Association	BSA   The Software Alliance
American Chemistry Council	Business & Institutional Furniture Manufacturers Association (BIFMA)
American Coatings Association, Inc. (ACA)	California Retailers Association
American Down and Feather Council	Coalition of New England Companies for Trade (CONNECT)
American Home Furnishings Alliance	Coalition of Services Industries (CSI)
American Lighting Association	Colorado Retail Council
American Petroleum Institute	Columbia River Customs Brokers and Forwarders Assn.
American Pyrotechnics Association	Computer & Communications Industry Association (CCIA)
American Rental Association	Computing Technology Industry Association (CompTIA)
American Specialty Toy Retailing Association	Consumer Technology Association
Arizona Technology Council	

Council of Fashion Designers of America (CFDA)  
 CropLife America  
 Customs Brokers & Freight Forwarders Assn. of  
     Washington State  
 Customs Brokers & Freight Forwarders of Northern  
     California  
 Distilled Spirits Council of the United States  
 Electronic Transactions Association  
 Fashion Accessories Shippers Association (FASA)  
 Fashion Jewelry & Accessories Trade Association  
 Flexible Packaging Association  
 Florida Ports Council  
 Florida Retail Federation  
 Footwear Distributors and Retailers of America  
     (FDRA)  
 Fragrance Creators Association  
 Gemini Shippers Association  
 Georgia Retailers  
 Global Chamber®  
 Global Cold Chain Alliance  
 Grocery Manufacturers Association  
 Halloween Industry Association  
 Home Fashion Products Association  
 Home Furnishings Association  
 Household and Commercial Products Association  
 Idaho Retailers Association  
 Illinois Retail Merchants Association  
 Independent Office Products & Furniture Dealers  
     Association (IOPFDA)  
 Indiana Retail Council  
 Information Technology Industry Council (ITI)  
 International Bottled Water Association (IBWA)  
 International Foodservice Distributors Association  
 International Housewares Association  
 International Warehouse and Logistics Association  
 International Wood Products Association  
 Internet Association  
 Juice Products Association (JPA)  
 Juvenile Products Manufacturers Association  
 Los Angeles Customs Brokers and Freight  
     Forwarders Assn.  
 Maine Grocers & Food Producers Association  
 Maine Lobster Dealers' Association  
 Maritime Exchange for the Delaware River and  
     Bay  
 Maryland Retailers Association  
 Methanol Institute  
 Michigan Chemistry Council  
 Minnesota Retailers Association  
 Missouri Retailers Association  
 Motor & Equipment Manufacturers Association  
 Motorcycle Industry Council  
 NAPIM (National Association of Printing Ink Manufacturers)  
 National Association of Chain Drug Stores (NACDS)  
 National Association of Chemical Distributors (NACD)  
 National Association of Foreign-Trade Zones (NAFTZ)  
 National Association of Home Builders  
 National Association of Music Merchants  
 National Association of Trailer Manufacturers (NATM)  
 National Confectioners Association  
 National Council of Chain Restaurants  
 National Customs Brokers and Freight Forwarders  
     Association of America  
 National Electrical Manufacturers Association (NEMA)  
 National Fisheries Institute  
 National Foreign Trade Council  
 National Grocers Association  
 National Lumber and Building Material Dealers Association  
 National Marine Manufacturers Association  
 National Restaurant Association  
 National Retail Federation  
 Natural Products Association  
 New Jersey Retail Merchants Association  
 North American Association of Uniform  
     Manufacturers and Distributors (NAUMD)  
 North Carolina Retail Merchants Association  
 Ohio Council of Retail Merchants  
 Organizaition for International Investment  
 Pacific Coast Council of Customs Brokers and  
     Freight Forwarders Assns. Inc.  
 Pennsylvania Retailers' Association  
 PeopleforBikes  
 Personal Care Products Council  
 Pet Industry Joint Advisory Council  
 Petroleum Equipment & Services Association  
 Plumbing Manufacturers International  
 Precious Metals Association of North America (PMANA)  
 Promotional Products Association International  
 Recreational Off-Highway Vehicle Association  
 Retail Association of Maine  
 Retail Council of New York State  
 Retail Industry Leaders Association  
 Retailers Association of Massachusetts  
 RISE (Responsible Industry for a Sound Environment)  
 RV Industry Association  
 San Diego Customs Brokers and Forwarders Assn.  
 SEMI  
 Snowsports Industries America  
 Society of Chemical Manufacturers & Affiliates  
 Software & Information Industry Association (SIIA)  
 South Dakota Retailers Association  
 Specialty Equipment Market Association

Specialty Vehicle Institute of America  
Sports & Fitness Industry Association  
Telecommunications Industry Association (TIA)  
Texas Retailers Association  
Texas Water Infrastructure Network  
The Airforwarders Association  
The Fertilizer Institute  
The Hardwood Federation  
The Toy Association  
The Vinyl Institute  
Travel Goods Association (TGA)

Truck & Engine Manufacturers Association (EMA)  
U.S. Hide, Skin and Leather Association  
United States Council for International Business  
United States Fashion Industry Association  
US Global Value Chain Coalition  
US-China Business Council  
Virginia Retail Merchants Association  
Virginia-DC District Export Council (VA-DC DEC)  
Washington Retail Association  
Window and Door Manufacturers Association  
World Pet Association, Inc. (WPA)