

# AMERICANS FOR FREE ★ TRADE

February 27, 2019

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 commend your commitment to achieving a fair trade deal with China and for recent progress that has been made during negotiations. We are encouraged by your decision to avoid a tariff increase on March 2 and allow negotiations to continue ahead of a planned summit with Chinese President Xi Jinping. We urge you to publish a Federal Register notice immediately confirming and detailing your decision in order to provide certainty to the business community, making clear to all stakeholders that tariffs do not automatically increase on March 2. Further, it is our hope that this momentum will build in the weeks ahead and lead to a final deal that addresses structural issues in China, removes tariffs on both sides, and eliminates trade uncertainty facing American businesses and farmers.

Our 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 tens of millions of American jobs through our vast supply chains. We agree that China and other trading partners must be held accountable for trade violations. However, broadly applied tariffs do more harm than good and force American companies to foot the bill for China's misbehavior.

According to data released by our coalition, American businesses paid an additional \$2.7 billion in tariffs in November 2018 alone, the most recent month data is available from the U.S. Census Bureau. This represents a \$2.7 billion tax increase and a massive year-over-year increase from \$375 million in tariffs on the same products in November 2017. The data also shows that U.S. export growth hit its lowest level of 2018, thanks in part to a 37 percent decline in exports of products facing China's retaliatory tariffs. This data highlights that tariffs as a negotiating tactic will always be a losing proposition because Americans — not foreign countries — are the ones paying the price.

Due to these costs, American employers are eager to see trade negotiations conclude as soon as possible and for all tariffs to be lifted. Although we are encouraged by the latest signs of progress, it is important to note that existing tariffs and shifting deadlines are hanging over American businesses and farmers and undermining their ability to grow, invest, and plan for the future.

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Mr. President, we applaud the hard work of your administration to achieve better trade deals for the American people, and we are encouraged by the progress that has been made. As negotiations continue, we urge you to continue to listen to the concerns of American businesses faced with significant uncertainty. We are eager to see a trade deal with China that addresses structural issues such as intellectual property theft and technology transfer while removing existing tariffs and the threat of tariffs in the future. Millions of American farmers, businesses, workers, and families are counting on you to achieve a positive resolution that keeps America competitive on the global stage while growing our economy and protecting the millions of U.S. jobs supported by trade.

Sincerely,

Accessories Council	Coalition of Services Industries (CSI)
Agriculture Transportation Coalition (AgTC)	Colorado Retail Council
ALMA, International (Association of Loudspeaker Manufacturing and Acoustics)	Columbia River Customs Brokers and Forwarders Assn.
American Apparel & Footwear Association (AAFA)	Computer & Communications Industry Association (CCIA)
American Association of Exporters and Importers (AAEI)	Computing Technology Industry Association (CompTIA)
American Association of Port Authorities	Consumer Technology Association
American Bakers Association	Council of Fashion Designers of America (CFDA)
American Chemistry Council	CropLife America
American Coatings Association, Inc. (ACA)	Customs Brokers & Freight Forwarders Assn. of Washington State
American Down and Feather Council	Customs Brokers & Freight Forwarders of Northern California
American Home Furnishings Alliance	Distilled Spirits Council of the United States
American Lighting Association	Electronic Transactions Association
American Petroleum Institute	Fashion Accessories Shippers Association (FASA)
American Pyrotechnics Association	Fashion Jewelry & Accessories Trade Association
American Rental Association	Flexible Packaging Association
American Specialty Toy Retailing Association	Florida Ports Council
Arizona Technology Council	Florida Retail Federation
Arkansas Grocers and Retail Merchants Association	Footwear Distributors and Retailers of America (FDRA)
Association For Creative Industries	Fragrance Creators Association
Association for PRINT Technologies	Game Manufacturers Association
Association of Equipment Manufacturers (AEM)	Gemini Shippers Association
Association of Home Appliance Manufacturers	Georgia Retailers
Auto Care Association	Global Chamber®
Beer Institute	Global Cold Chain Alliance
BSA   The Software Alliance	Grocery Manufacturers Association
Business & Institutional Furniture Manufacturers Association (BIFMA)	Halloween Industry Association
California Retailers Association	Home Fashion Products Association
Coalition of New England Companies for Trade (CONNECT)	Home Furnishings Association
	Household and Commercial Products Association
	Idaho Retailers Association
	Illinois Retail Merchants Association

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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.  
Louisiana Retailers Association  
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 Equipment 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  
National Sporting Goods Association  
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  
Organization for International Investment  
Outdoor Industry Association  
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  
Power Tool Institute (PTI)  
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

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The Vinyl Institute  
Travel Goods Association  
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)

CC    Ambassador Robert Lighthizer, United States Trade Representative  
      Secretary Steven Mnuchin, Department of the Treasury  
      Secretary Wilbur Ross, Department of Commerce  
      Secretary Sonny Perdue, Department of Agriculture