

AMERICANS FOR FREE ★ TRADE

April 22, 2019

The Honorable Donald J. Trump
President of the United States of America
The White House
1600 Pennsylvania Avenue, N.W.
Washington, D.C. 20001

Dear Mr. President:

We are encouraged by news reports of progress in resolving the nation's trade dispute with China. We hope that your leadership and the ongoing negotiations will lead to a final deal in the coming weeks that resets U.S.-China trade relations. As your negotiating team works to complete the remaining crucial elements of the agreement, we write to urge your Administration to prioritize five specific outcomes that are essential to the diverse industries, businesses and workers our coalition represents.

First, any deal must fully eliminate tariffs. As our coalition has made clear since the trade war began, tariffs are taxes that American businesses and consumers pay. To date, Americans have paid over \$21 billion in taxes due to the imposition of new tariffs. Furthermore, every single second the tariffs remain in place, Americans are paying over \$1,500 in added tariffs, and those figures don't include the impact of retaliatory tariffs on U.S. farmers, manufacturers and exporters. These taxes and the uncertainty they've created have resulted in layoffs, deferred investments and price increases in every corner of the country. Our campaign has shared [over 500 stories](#) of American businesses and workers negatively impacted by the trade war.

As we inch closer to a final deal, a key part must be the full and immediate removal of all added tariffs when the deal is signed. Anything that falls short of that goal would be a loss for the American people. American businesses and farmers bearing the burden of the trade war have been told repeatedly by your Administration that they must endure "short-term pain for long-term gain." They were promised that tariffs were merely a means to an end, and that all this damage would be worth it. A deal that fails to lift tariffs would represent a broken promise to these hardworking Americans.

Secondly, any deal must truly address China's unfair trading practices. For too long, China has engaged in unfair trading practices, including forced technology transfer, cyber theft, intellectual property violations and more. We hope any final deal will resolve the structural issues that are at the core of the trade dispute in order to fully protect American technology, innovation, and intellectual property.

Third, the Administration must avoid any enforcement mechanism that would trigger future tariffs and result in long-term economic uncertainty. We agree that enforcement must be a

part of a final deal. However, coming home from the bargaining table with a deal that results in perpetual tariffs would be a failure. Instead of resetting our relations with China, this would continue the current status-quo of punitive tariffs that hurt American businesses and families. Using tariffs to enforce a deal that eliminates tariffs is a lose-lose proposition, and once again, Americans would pay the price. We must have an enforcement mechanism that does not punish Americans for China's unfair trade practices.

Fourth, American businesses deserve clarity on how the exemption process for the first two lists of tariffed products will be impacted by a U.S.-China agreement. There are many American businesses who have now been waiting for months for exemptions and are on the precipice of receiving relief from the tariffs. In the event of a deal, the relief these companies have been seeking cannot be abandoned. We ask instead that you conclude the exemption process, regardless of negotiation outcomes, in a fair, transparent and timely manner.

Finally, consistent with established practice for trade agreements and other safeguards, we believe that after completing a deal the federal government must undertake a full economic assessment of the costs of tariffs for American businesses and consumers, particularly before drawing any conclusions about the role tariffs played in negotiations. Only through an in-depth look at the costs of import tariffs, retaliatory tariffs, lost markets, trade loss mitigation plans, deferred investments, business uncertainty and other factors will we truly understand the negative economic impact of tariffs as a negotiating tactic. We believe that any true accounting of the costs of the trade war would disprove their effectiveness as a means for negotiating trade outcomes and reinforce the fundamental truth that tariffs are taxes paid by Americans.

Like you, we want a trade deal with China that achieves meaningful change in our trading relationship with China. Tariffs, however, have already proven to be the wrong way to accomplish this goal. The economic harm we predicted has come to pass as American businesses and farmers across the country have suffered the consequences from the onslaught of tariffs. It will only worsen if your Administration chooses to retain or add punitive tariffs against China or other countries going forward.

Sincerely,

Accessories Council	American Home Furnishings Alliance
Agriculture Transportation Coalition (AgTC)	American Lighting Association
ALMA, International (Association of Loudspeaker Manufacturing and Acoustics)	American Petroleum Institute
American Apparel & Footwear Association (AAFA)	American Pyrotechnics Association
American Association of Exporters and Importers (AAEI)	American Rental Association
American Association of Port Authorities	American Specialty Toy Retailing Association
American Bakers Association	Arizona Technology Council
American Chemistry Council	Arkansas Grocers and Retail Merchants Association
American Coatings Association, Inc. (ACA)	Association For Creative Industries
American Down and Feather Council	Association for PRINT Technologies
	Association of Equipment Manufacturers (AEM)
	Association of Home Appliance Manufacturers
	Auto Care Association

Beer Institute
 BSA | The Software Alliance
 Business & Institutional Furniture Manufacturers Association (BIFMA)
 California Retailers Association
 Coalition of New England Companies for Trade (CONNECT)
 Coalition of Services Industries (CSI)
 Colorado Retail Council
 Columbia River Customs Brokers and Forwarders Assn.
 Computer & Communications Industry Association (CCIA)
 Computing Technology Industry Association (CompTIA)
 Consumer Technology Association
 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
 Game Manufacturers 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.
 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
 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 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
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
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)