



December 7, 2020

President-Elect Joseph Robinette Biden, Jr.  
1401 Constitution Ave NW  
Washington, DC 20230

Dear President Elect Biden,

On behalf of Americans for Free Trade and Farmers for Free Trade, we congratulate you on your election as the next President of the United States. As you have discussed, the first 100 days of your presidency will focus on battling COVID-19 and ensuring continued economic recovery from the ongoing pandemic. U.S. businesses stand ready to work with you on achieving these critical goals.

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, powersports manufacturers, importers, exporters, and other supply chain stakeholders. Collectively, we support tens of millions of American jobs through our vast supply chains.

As you and your team develop your plan, we strongly encourage the early review of how current U.S. trade policy and actions are adversely impacting our economy, particularly as it works to sustain a recovery from COVID-19. As a result of the current trade war against China and our other trading partners, U.S. businesses and consumers have paid over \$68 billion in tariffs, which are taxes. Other countries do not pay these tariffs.

We all agree that our trading partners must live up to their commitments. However, the current Section 301 China tariffs and Section 232 steel/aluminum tariffs have been a blunt instrument, imposing undue costs on U.S. employers and families. Similarly, the US-EU large civil aircraft dispute at the WTO is ripe for a negotiated settlement that eliminates tariffs on both sides. Tariffs have increased costs for U.S. manufacturers, who rely on imported inputs and components for production at home, and for importers, whose businesses rely on finished consumer goods. U.S. farmers and agribusiness have been the subject of retaliatory actions and have thus seen sales and exports evaporate. And U.S. consumers and working families have borne increased costs for household items they rely on every day.

As the United States grapples with a raging pandemic, it should not have to bear these increased costs and economic harm any further. The tariffs continue to hamper pandemic response and recovery efforts and limit the ability of U.S. companies to invest in their businesses and people.

The future of our trade policy must not be a go it alone approach. We must work with our allies to address the systemic issues with China, which was the stated reason why the trade war



was launched. Our allies will only support our efforts to address China's unfair trading practices if we resolve ongoing disputes and remove those tariffs. In the medium-term, developing new ways to ensure a level playing in our trade and economic relationship with China is critical. But, the China challenge will not be resolved in a short period of time and in the meantime U.S. businesses are bearing a multi-billion dollar burden paying over \$68 billion to date in tariffs as a result of the trade war. Finding a way to remove the tariffs while creating an effective new, multilaterally-supported approach to China trade issues would provide an immediate economic boost to U.S. companies, especially small and medium sized companies.

We look forward to working with you and your transition team as you develop your first 100 days strategy and a future trade strategy.

Sincerely,

Accessories Council	Association of Home Appliance Manufacturers
ACT   The App Association	Auto Care Association
Agriculture Transportation Coalition (AgTC)	Beer Institute
ALTI - Audio and Loudspeaker Technologies International	BSA   The Software Alliance
American Apparel & Footwear Association (AAFA)	California Retailers Association
American Association of Exporters and Importers (AAEI)	Can Manufacturers Institute
American Association of Port Authorities	Carolina Loggers Association
American Bakers Association	Chemical Industry Council of Delaware (CICD)
American Bridal & Prom Industry Association (ABPIA)	Coalition of New England Companies for Trade (CONNECT)
American Chemistry Council	Coalition of Services Industries (CSI)
American Down and Feather Council	Colorado Retail Council
American Fly Fishing Trade Association	Columbia River Customs Brokers and Forwarders Assn.
American Home Furnishings Alliance	Computer & Communications Industry Association (CCIA)
American Lighting Association	Computing Technology Industry Association (CompTIA)
American Petroleum Institute	Consumer Technology Association
American Pyrotechnics Association	Council of Fashion Designers of America (CFDA)
American Rental Association	CropLife America
American Specialty Toy Retailing Association	Customs Brokers & Freight Forwarders Assn. of Washington State
American Wind Energy Association	Customs Brokers & Freight Forwarders of Northern California
Arizona Technology Council	Distilled Spirits Council of the United States
Arkansas Grocers and Retail Merchants Association	Electronic Transactions Association
Association of American Publishers	Flexible Packaging Association
Association For Creative Industries	Florida Ports Council
Association for PRINT Technologies	Florida Retail Federation
Association of Equipment Manufacturers (AEM)	



- Footwear Distributors and Retailers of America (FDRA)
- Fragrance Creators Association
- Game Manufacturers Association
- Georgia Retailers
- Global Chamber®
- Global Cold Chain Alliance
- Greeting Card 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 Association of Amusement Parks and Attractions (IAAPA)
- International Bottled Water Association (IBWA)
- International Foodservice Distributors Association
- International Housewares Association
- International Warehouse and Logistics Association
- International Wood Products Association
- Internet Association
- ISSA - The Worldwide Cleaning Industry Association
- Jeweler's Vigilance Committee
- Juice Products Association (JPA)
- Juvenile Products Manufacturers Association
- Leather and Hide Council of America
- Licensing Industry Merchandisers' 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
- Michigan Retailers Association
- 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 Printing Ink Manufacturers
- National Association of Trailer Manufacturers (NATM)
- National Confectioners Association
- National Council of Chain Restaurants
- 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 Ski & Snowboard Retailers Association
- National Sporting Goods Association
- Natural Products Association
- New Jersey Retail Merchants Association
- North American Association of Uniform Manufacturers and Distributors (NAUMD)
- North American Meat Institute
- North Carolina Retail Merchants Association
- Ohio Council of Retail Merchants
- 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)  
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)  
Specialty Equipment Market Association

Specialty Vehicle Institute of America  
Sports & Fitness Industry Association  
TechNet  
Telecommunications Industry Association (TIA)  
Texas Retailers Association  
Texas Water Infrastructure Network  
The Airforwarders Association  
The Fertilizer Institute  
The Hardwood Federation  
The Toy Association  
Travel Goods Association  
Truck & Engine Manufacturers Association (EMA)  
United States Council for International Business  
United States Fashion Industry Association  
US Global Value Chain Coalition  
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)