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 tens 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  Auto Care Association
American Chemistry Council  BSA | The Software Alliance
American Coatings Association, Inc. (ACA)  Business & Institutional Furniture Manufacturers Association (BIFMA)
American Down and Feather Council  California Retailers Association
American Home Furnishings Alliance  Coalition of New England Companies for Trade (CONECT)
American Lighting Association  Coalition of Services Industries (CSI)
American Petroleum Institute  Colorado Retail Council
American Pyrotechnics Association  Columbia River Customs Brokers and Forwarders Assn.
American Rental Association  Computer & Communications Industry Association (CCIA)
American Specialty Toy Retailing Association  Computing Technology Industry Association (CompTIA)
Arizona Technology Council
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  
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  
Organization 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
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