

AMERICANS FOR FREE ★ TRADE

February 24, 2021

The Honorable Ron Wyden
Chairman
Senate Committee on Finance
U.S. Senate
Washington, DC 20510

The Honorable Mike Crapo
Ranking Member
Senate Committee on Finance
U.S. Senate
Washington, DC 20510

Dear Chairman Wyden and Ranking Member Crapo,

The Americans for Free Trade coalition, a broad alliance of American businesses, trade organizations and workers united against tariffs, respectfully writes in support of the nomination of Katherine Tai to become the next U.S. Trade Representative. We applaud the scheduling of Ms. Tai’s nomination hearing, to take place on February 25, and we urge her quick confirmation by the Senate.

Ms. Tai and the Biden Administration have promised a “worker-centric trade policy.” Our coalition proudly represents every part of the U.S. economy including manufacturing, farming and agribusinesses, retail, technology, services, natural gas and oil, importers, exporters, and other supply chain stakeholders. Collectively, we support tens of millions of American jobs through our vast supply chains.

American families, workers, and businesses face unprecedented difficulty and uncertainty from the ongoing economic harm caused by the COVID-19 pandemic. As American businesses try to implement and sustain a full and successful recovery, they need as much certainty as possible. That certainty can be provided in many ways, including by collaborating with our trading partners and allies to address violations of U.S. trade law and by negotiating trade agreements that open markets for— rather than trigger retaliation against — American exporters and the tens of millions of American workers who rely on export markets around the world.

Further, ensuring the United States has a cohesive and strategic policy to take on China’s unfair trading practices — but does not cause collateral damage to American families, workers, and businesses — is vital to easing existing financial pain and providing certainty that can help fuel a successful recovery. Over the last several years, American businesses and families have been assessed more than \$85 billion¹ in additional tariffs. Tariffs are taxes, and they have resulted in less money in the pockets of American families², a slowdown in U.S. manufacturing³, and decreased competitiveness for American businesses vis-à-vis their counterparts in Europe and Asia.

¹ CBP Trade Statistics, available at <https://www.cbp.gov/newsroom/stats/trade> (last visited 12/19/2020).

² See The Budget and Economic Outlook: 2020 to 2030, Congressional Budget Office, p. 33 (“As a result, tariffs are also projected to reduce average real household income by \$1,277 (in 2019 dollars) in 2020.”).

³ See Flaaen, Aaron, and Justin Pierce, “Disentangling the Effects of the 2018-2019 Tariffs on a Globally Connected U.S. Manufacturing Sector,” Federal Reserve Board (Dec. 23, 2019).

However, the development of a comprehensive China strategy, the opening of markets to U.S. goods and services, the enforcement of U.S. trade agreements, and a meaningful review of the negative impact tariffs have had on American families, workers, and businesses – all of which will help provide certainty and support a successful U.S. economic recovery – cannot happen without a confirmed U.S. Trade Representative in place.

Ms. Tai is eminently qualified to craft a comprehensive, thoughtful, and strategic approach to U.S. trade policy that helps fuel a successful economic recovery for American families, workers, and businesses. We urge the Senate Finance Committee to advance Ms. Tai’s nomination expeditiously, and we urge the full Senate to vote on her confirmation without delay.

Sincerely,

Accessories Council	Auto Care Association
ACT The App Association	Beer Institute
Agriculture Transportation Coalition (AgTC)	BSA The Software Alliance
ALMA, International (Association of Loudspeaker Manufacturing and Acoustics)	California Retailers Association
American Apparel & Footwear Association (AAFA)	Can Manufacturers Institute
American Association of Exporters and Importers (AAEI)	Carolina Loggers Association
American Association of Port Authorities	Chemical Industry Council of Delaware (CICD)
American Bakers Association	Coalition of New England Companies for Trade (CONNECT)
American Bridal & Prom Industry Association (ABPIA)	Coalition of Services Industries (CSI)
American Chemistry Council	Colorado Retail Council
American Coatings Association, Inc. (ACA)	Columbia River Customs Brokers and Forwarders Assn.
American Down and Feather Council	Computer & Communications Industry Association (CCIA)
American Fly Fishing Trade Association	Computing Technology Industry Association (CompTIA)
American Home Furnishings Alliance	Consumer Brands Association
American Lighting Association	Consumer Technology Association
American Petroleum Institute	Council of Fashion Designers of America (CFDA)
American Pyrotechnics Association	CropLife America
American Rental Association	Customs Brokers & Freight Forwarders Assn. of Washington State
American Specialty Toy Retailing Association	Customs Brokers & Freight Forwarders of Northern California
American Wind Energy Association	Distilled Spirits Council of the United States
Arizona Technology Council	Electronic Transactions Association
Arkansas Grocers and Retail Merchants Association	Experiential Designers and Producers Association
Association For Creative Industries	Fashion Accessories Shippers Association (FASA)
Association for PRINT Technologies	Fashion Jewelry & Accessories Trade Association
Association of Equipment Manufacturers (AEM)	Flexible Packaging Association
Association of Home Appliance Manufacturers	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
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
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 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 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 Ski & Snowboard Retailers Association
National Sporting Goods 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
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)
San Diego Customs Brokers and Forwarders
Assn.
SEMI
Semiconductor Industry Association (SIA)
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
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
United States Council for International Business
United States Fashion Industry Association
US Global Value Chain Coalition
US-China Business Council
Vinyl Institute
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: Senate Finance Committee Members