

# AMERICANS FOR FREE ★ TRADE

January 31, 2019

Governor Kevin Stitt  
Office of the Governor  
2300 N Lincoln Blvd # 212  
Oklahoma City, OK 73105

Dear Governor Stitt,

As you know, the economy of Oklahoma is reliant not only on the hard work and ingenuity of businesses, farmers, manufacturers, and workers in your state, but it is also dependent on global markets. The goods and services Oklahoma imports and exports to the world help support individuals and families across your state. Today, international trade supports over 379,000 jobs across Oklahoma. We appreciate your continued recognition of the role of trade and global supply chains as critical economic drivers in your state.

Our companies and associations joined together to form [Americans for Free Trade](#), a growing coalition comprised of manufacturers, farmers and agribusinesses, retailers, technology companies, service providers, natural gas and oil companies, importers and exporters, and other supply chain stakeholders. We are united in our concern about the negative impacts that indiscriminate tariffs continue to have on U.S. businesses, workers and consumers.

We write today to inform you of the mounting toll that tariffs are taking on Oklahoma. [New statistics](#) we released, which were derived directly from monthly government data, show that Oklahoma businesses have paid over \$63 million in added tariffs through October of last year. In October 2018 alone, the tariffs Oklahoma businesses paid on imports rose to \$24 million, an increase of over ten times what was paid in October 2017. While business owners are often picking up the tab for this increase in costs, they are also being passed on to consumers across your state.

The data also shows that Made-in-Oklahoma exports are suffering under the weight of retaliatory tariffs. Since the trade war began, Oklahoma exports have faced \$17 million in new retaliatory tariffs from our trading partners, including \$3.6 million in October. These tariffs make Oklahoma and its businesses less competitive. In October, Oklahoma exports subject to retaliation dropped by 41%.

While the United States is currently in a period of unprecedented economic growth and job creation, continued prosperity is not a foregone conclusion. As the statistics we released show, tariffs are already undercutting small business owners, the primary driver of economic growth and job creation. The additional threat of raising tariffs to 25 percent on \$200 billion worth of imports from China – and the threat to impose a similar duty on \$267 billion more of such products – will only make the situation worse. This also includes the continuing tariffs and retaliation over the steel and aluminum 232 actions. Continuing to escalate the trade war will

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drive uncertainty across all industries, increase stock market volatility, and create more stories of economic pain, which we are already seeing on a daily basis.

As a coalition, we agree that our trading partners must be held accountable for unfair trading practices. However, punishing American businesses and families with tariffs that they – not foreign countries – pay is not the answer.

Over decades, Americans have built global supply chains that reflect the U.S. economy's strengths and those of its trading partners. These supply chains have made the U.S. economy even more dependent upon relationships with key economic and strategic allies than ever before. Supply chains are extremely complex, and they cannot be shifted overnight. The disruption caused by the use of tariffs threatens to harm these key relationships and damage the U.S. economy, which still remains extremely strong.

Americans for Free Trade has joined with Farmers for Free Trade to support the “Tariffs Hurt the Heartland” campaign ([www.tariffshurt.com](http://www.tariffshurt.com)) to highlight the negative impacts of the tariffs on businesses large and small, workers and families. We hope you will lend your support to AFT's efforts across the country and help to carry our message to the people of your great state. We also strongly encourage you to work with the Oklahoma Congressional delegation and to use your powerful platform to prevent further harm to your state's workers, consumers, and families that will result from both the existing and proposed tariffs.

We invite you to learn more about the negative impact of tariffs in Oklahoma by visiting [www.tariffshurt.com/state-impact-reports](http://www.tariffshurt.com/state-impact-reports). If you have questions about the AFT coalition, please visit [www.americansforfreetrade.com](http://www.americansforfreetrade.com) or contact [info@americansforfreetrade.com](mailto:info@americansforfreetrade.com).

Sincerely,

Accessories Council  
Agriculture Transportation Coalition (AgTC)  
ALMA, International (Association of Loudspeaker Manufacturing and Acoustics)  
American Apparel & Footwear Association (AAFA)  
American Association of Exporters and Importers (AAEI)  
American Association of Port Authorities  
American Bakers Association  
American Chemistry Council  
American Coatings Association, Inc. (ACA)  
American Down and Feather Council  
American Home Furnishings Alliance  
American Lighting Association  
American Petroleum Institute  
American Pyrotechnics Association  
American Rental Association

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American Specialty Toy Retailing Association  
Arizona Technology Council  
Arkansas Grocers and Retail Merchants Association  
Association For Creative Industries  
Association for PRINT Technologies  
Association of Equipment Manufacturers (AEM)  
Association of Home Appliance Manufacturers  
Auto Care Association  
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  
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)

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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

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North American Association of Uniform Manufacturers and Distributors (NAUMD)  
North Carolina Retail Merchants Association  
Ohio Council of Retail Merchants  
Organizaiton 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  
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  
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

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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)