

# 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 billion<sup>1</sup> in additional tariffs. Tariffs are taxes, and they have resulted in less money in the pockets of American families<sup>2</sup>, a slowdown in U.S. manufacturing<sup>3</sup>, and decreased competitiveness for American businesses vis-à-vis their counterparts in Europe and Asia.

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

<sup>2</sup> 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.”).

<sup>3</sup> 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	California Retailers Association
Loudspeaker Manufacturing and Acoustics)	Can Manufacturers Institute
American Apparel & Footwear Association	Carolina Loggers Association
(AAFA)	Chemical Industry Council of Delaware (CICD)
American Association of Exporters and	Coalition of New England Companies for Trade
Importers (AAEI)	(CONNECT)
American Association of Port Authorities	Coalition of Services Industries (CSI)
American Bakers Association	Colorado Retail Council
American Bridal & Prom Industry Association	Columbia River Customs Brokers and
(ABPIA)	Forwarders Assn.
American Chemistry Council	Computer & Communications Industry
American Coatings Association, Inc. (ACA)	Association (CCIA)
American Down and Feather Council	Computing Technology Industry Association (CompTIA)
American Fly Fishing Trade Association	Consumer Brands Association
American Home Furnishings Alliance	Consumer Technology Association
American Lighting Association	Council of Fashion Designers of America (CFDA)
American Petroleum Institute	CropLife America
American Pyrotechnics Association	Customs Brokers & Freight Forwarders Assn.
American Rental Association	of Washington State
American Specialty Toy Retailing Association	Customs Brokers & Freight Forwarders of
American Wind Energy Association	Northern California
Arizona Technology Council	Distilled Spirits Council of the United States
Arkansas Grocers and Retail Merchants	Electronic Transactions Association
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	Flexible Packaging Association
(AEM)	Florida Ports Council
Association of Home Appliance Manufacturers	Florida Retail Federation

Footwear Distributors and Retailers of America (FDRA)	Michigan Retailers Association
Fragrance Creators Association	Minnesota Retailers Association
Game Manufacturers Association	Missouri Retailers Association
Gemini Shippers Association	Motor & Equipment Manufacturers Association
Georgia Retailers	Motorcycle Industry Council
Global Chamber®	NAPIM (National Association of Printing Ink Manufacturers)
Global Cold Chain Alliance	National Association of Chemical Distributors (NACD)
Greeting Card Association	National Association of Foreign-Trade Zones (NAFTZ)
Halloween Industry Association	National Association of Home Builders
Home Fashion Products Association	National Association of Music Merchants
Home Furnishings Association	National Association of Printing Ink Manufacturers
Household and Commercial Products Association	National Association of Trailer Manufacturers (NATM)
Idaho Retailers Association	National Confectioners Association
Illinois Retail Merchants Association	National Council of Chain Restaurants
Independent Office Products & Furniture Dealers Association (IOPFDA)	National Customs Brokers and Freight Forwarders Association of America
Indiana Retail Council	National Fisheries Institute
Information Technology Industry Council (ITI)	National Foreign Trade Council
International Association of Amusement Parks and Attractions (IAAPA)	National Grocers Association
International Bottled Water Association (IBWA)	National Lumber and Building Material Dealers Association
International Foodservice Distributors Association	National Marine Manufacturers Association
International Housewares Association	National Restaurant Association
International Warehouse and Logistics Association	National Retail Federation
International Wood Products Association	National Ski & Snowboard Retailers Association
Internet Association	National Sporting Goods Association
Jeweler's Vigilance Committee	New Jersey Retail Merchants Association
Juice Products Association (JPA)	North American Association of Uniform Manufacturers and Distributors (NAUMD)
Juvenile Products Manufacturers Association	North Carolina Retail Merchants Association
Leather and Hide Council of America	Ohio Council of Retail Merchants
Licensing Industry Merchandisers' Association	Outdoor Industry Association
Los Angeles Customs Brokers and Freight Forwarders Assn.	Pacific Coast Council of Customs Brokers and Freight Forwarders Assns. Inc.
Louisiana Retailers Association	Pennsylvania Retailers' Association
Maine Grocers & Food Producers Association	PeopleforBikes
Maine Lobster Dealers' Association	Personal Care Products Council
Maritime Exchange for the Delaware River and Bay	Pet Industry Joint Advisory Council
Maryland Retailers Association	Petroleum Equipment & Services Association
Methanol Institute	Plumbing Manufacturers International
Michigan Chemistry Council	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