



UNITED STATES
FASHION INDUSTRY ASSOCIATION

March 20, 2018

The President
The White House
1600 Pennsylvania Avenue, N.W.
Washington, DC 20500

Dear Mr. President,

We are writing to express our very strong opposition to any tariff increases on U.S. imports of consumer products, such as clothing, shoes, home goods, fashion accessories, or travel goods from China. Such tariff increases would hurt U.S. consumers, U.S. workers, and U.S. companies, and would not address the underlying concerns regarding illegal technology transfer and intellectual property rights theft in China.

Please consider the following:

The United States already imposes a significant border tax on these products. Average tariff rates on most of these products range from 10.8% to 14.2%, even though the average rate the U.S. imposes on all products is less than 1.4%. Some tariffs are extraordinarily high. For example, ski jackets, baby garments, and tennis shoes face U.S. duties as high as 27.7%, 32%, and 67.5%, respectively. We impose these tariff rates – originally set during the early days of the Great Depression – even though there is very little or no commercial production of these items in the United States.

China is the top supplier of these items to the United States – by far. In 2017, China accounted for about 41% of all apparel, 72% of all footwear, and 84% of all travel goods imported into the United States. Because duty rates in these product categories are so high and because China is such a dominant supplier, U.S. imports from China already account for most of duties collected by the U.S. Government. In fact, duties on U.S. imports of these consumer products from China already represent more than 22% of all tariffs the U.S. collects from all countries on all products. And to be clear, such duties are paid by U.S. workers, U.S. consumers, and U.S. companies – not China.

Imposing additional tariffs on U.S. imports from China will raise the price of these articles in the United States. China's dominance, plus the fact that every American buys these consumer goods, means that every American will feel the adverse effect of this action. At a 25% additional duty rate, we estimate that a family of four will end up paying about \$500 more to buy these basic consumer products every year, and this doesn't account for any price increases that other suppliers will surely charge as they respond to the cost increases. Of course, Americans may balk at those price increases and purchase less, especially lower income Americans who would bear the brunt of this regressive tax. But fewer purchases would only shift the harm to another part of the economy – the jobs of the more than four million Americans currently employed in the U.S. apparel, footwear, travel goods, and home goods industries.

Mr. President, last year you signed into law a sweeping tax cut that will reduce the taxes paid by many Americans and position our country for unparalleled economic growth. We are concerned that many of those gains could be eliminated through the inflationary and job-destroying effects of these new tariffs, undermining your pro-growth agenda that benefits American workers and their families.

While we share many of your concerns on the underlying problems in China, we urge you to find and implement remedies that address those problems rather than cause economic damage to U.S. citizens.

Sincerely,

American Apparel & Footwear Association (AAFA)
American Import Shippers Association (AISA)
California Fashion Association (CFA)
Council of Fashion Designers of America (CFDA)
Fashion Accessories Shippers Association (FASA)
Footwear Distributors & Retailers of America (FDRA)
Gemini Shippers Association
Halloween Industry Association (HIA)
Juvenile Products Manufacturers Association (JPMA)
North American Association of Uniform Manufacturers and Distributors (NAUMD)
National Retail Federation (NRF)
Outdoor Industry Association (OIA)
Promotion Products Association International (PPAI)
Retail Industry Leaders Association (RILA)
Sports and Fitness Industry Association (SFIA)
Travel Goods Association (TGA)
U.S. Fashion Industry Association (USFIA)