

July 29, 2021

The Honorable Katherine C. Tai
U.S. Trade Representative
Office of the United States Trade Representative
600 17th Street NW
Washington, D.C. 20508

Dear Ambassador Tai,

On behalf of the recreational boating industry, we are writing to express our strong support for reopening the exclusion process for products impacted by the Section 301 tariffs on imports from China, reinstating expired exclusions, and providing retroactive payments for tariffs paid as a result of the expired exclusions. While we understand the administration is still undergoing its review of trade policy with China, we urge you to enact these recommendations in the interim to alleviate financial burdens for American manufacturers and consumers.

By way of background, recreational boating is a significant driver of the U.S. economy, contributing \$170 billion in annual economic impact through 700,000 jobs across 35,000 businesses. With 90 percent of the industry considered small businesses, recreational boating is also a uniquely American industry with 95 percent of the boats that are sold in U.S. are made in the U.S.

From tariffs on raw materials and components, to retaliatory tariffs that have frozen the European Union for marine exports, the U.S. recreational boating industry continues to bear the brunt of tit-for-tat tariffs. American marine businesses should not face this unnecessary tax, especially when the products pose no risk of technological or intellectual property transfer, which is why it is difficult to understand how marine products fit with the overall purpose of these tariffs.

Reinstating expired exclusions, and subsequently providing retroactive payments to companies for tariffs paid, would allow many small marine businesses to reinvest the millions of dollars in paid tariffs and expand capital in the U.S. Further, establishing a new, transparent exclusion process would provide small marine businesses a new opportunity to make the case for why their products should be excluded from these far-reaching tariffs.

As a uniquely American industry, we strongly support efforts to revitalize American manufacturing, invest in research and development and ensure our economic competitiveness. While the recreational marine industry is well-positioned to help our economy recover, we urge you to quickly address the ongoing negative impact of the tariffs on American businesses, workers and consumers.

Sincerely,

Frank Hugelmeyer
President
National Marine Manufacturers Association

Chris Drees
President
Mercury Marine

John Hoge
President
Sea Eagle, Inc.

Robert Oswell
Chairman and Chief Executive Officer
Roswell Marine

Tom Schuessler
President
Power Products

Andy Oxenhorn
President
JL Audio, Inc.

Brandon Flack
President
Atlantic Marketing

Greg Lentine
President
Norcross Marine Products

Bill Boehman
Vice President, Chief Operations Officer
Yamaha Marine Business Unit

Barry Hall
General Manager
GEM Products, Inc.

Ned Trigg
Executive Vice President, Marine Division
Dometic Corporation

Jon Devitt
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Bill Kushner
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