



Snowsports
Industries
America

August 31, 2018

The Honorable Robert Lighthizer
United States Trade Representative
600 17th Street NW
Washington, DC 20508

Dear Ambassador Lighthizer:

As the trade association for the US snow sports industry that generates \$72 billion in retail spending annually, we are writing to express our concerns over the recently announced tariffs on \$200 billion on consumer goods from China.

This action concerns us for a number of reasons:

- The products of our concern are ski gloves (HTSUS subheadings 4203.21.55 and 4203.21.60), knit hats (HTSUS subheadings 6505.00.50 and 6505.00.60), safety headgear (HTSUS subheadings 6506.10.30 and 6506.10.60) and sports bags (HTSUS subheadings 4202.92.31, 4202.92.39, and 4202.92.45). It is our understanding that the proposed additional duties are intended to pressure the Chinese government to eliminate certain acts, policies, and practices that the United States has determined to be harmful to its economic interests such as industrial policies in support of China's efforts to rely exclusively on high tech goods manufactured in China, theft of intellectual property from U.S. companies, and related acts, policies, and practices. The products of interest to SIA are not the type of products that are the targets of the Chinese acts, policies, and practices of concern to the United States and imposition of additional duties on these products therefore would not aid the goal of China eliminating such acts, policies, and practices.
- The USTR has specifically asked for comments on whether imposing additional duties on a particular product would cause disproportionate harm to U.S. economic interests, including small or medium-sized businesses and consumers. We are an industry selling widely recognized brands through specialty, community-based retail shops that are the backbone of our industry. Our economic vitality depends on tight margins throughout our supply chain and selling our products at a fair price each season. With even a slight increase in prices, the economic viability of our industry is in jeopardy and the impacts will be felt across our local communities and tourist-dependent resort towns, as well as by individual consumers in the United States.

- We understand that there is no U.S. production of the products of interest. Thus, there would be no harm to U.S. interests in removing the products from the USTR list.

Snowsports Industries America (SIA) strongly opposes the tariffs on ski gloves, safety headgear, knit hats and sports bags, and we urge you to remove these products from the USTR list. Doing so will protect U.S. jobs and benefit consumers.

Thank you for your consideration.

Sincerely,



Nick Sargent, President
Snowsports Industries America

Representing the following manufacturers, retailers, sales reps and suppliers who have endorsed this letter:

686 Technical Apparel
Active Brands
Advanced Elements, Inc.
Akers Ski, Inc.
Alp-n-Rock
Alpine Accessories
Alpine Elastomer Products, LLC
Alpine Options, Inc.
Alpine Quest Sports
Alpine Ski Shop
Alpine Sport Shop, inc.
Alpine Sports LLC , Breckenridge Co
Alta Ski Shop
Amer Sports
Anomaly Action Sports Inc
Anon
AquaVault LLC
Arapahoe Sports dba Arapahoe Basin Ski Area
Armada
Arriana Padron
Ascension Sales LLC
Asheville Sports Inc.
Atomic
ATP Ski Associates

Auclair Sports Inc.
Backcountry Bike and Ski LLC
Bahnhof Sport
Bearcub Outfitters
Beaver Mountain Ski Area
Becker Glove LLC
Bell Sports Inc
Ben Lud
Bent River Outfitter
Berg's Ski & Snowboard Shop
Billabong
Bio-Performance Orthotics
Bjorn Daehlie
Black Diamond
Blue Valley Ski & Boards
Bob & Terry's Sportsoutlet
Boyne Resorts
Brett Tiefau
BRØKEN MFG
Brooke Balderston
Buchikas Ski and Bike
Burton Snowboards
C3
Cascade Designs
Castle Rock Bike & Ski
Castle Sales Co., Inc.
CC Wintersport LLC
CEC Sports / Select SportBags
Chaos Hats
Christy Sports, Sturtevant's/Dual Sports PNW, Boot Doctors
Chums Inc.
Coal Headwear
Cole Sport
Community Boards
Cottam's Ski Shops
Crab Grab
Crossed sabers ski & board
DAKINE
DAMAGE Boardshop
Darkside Snowboards
DBA Bobo's Ski & Patio - Sheehan Weneta Sports Co., Inc.
DeMuth Sales llc
Donovan & Company
Doug Smith
DSG Outerwear

Dusty's Ski shop Walla Walla WA
Easy Riders llc
ERIK'S Bike Ski Board
Eskimo Ski & Board Shop, Centennial, CO
Everyday Something Sales
Evolucion Innovations Inc.
EVS Sports
Fera Intl. Corp.
First Church of the Powder Day Saints
Flylow Gear
FTP DESIGNS, LLC d/b/a Pistil
Galena Lodge
GBG Spyder USA
Gene TaylorsSports Snowmass Village,co
Get Outdoors 365
Getboards inc
Giro Sport Design
Golden state sales
Golf & Ski Warehouse Inc.
Gordini USA Inc
GP87 Manufacturing, Inc.
Greenwood's Ski Haus
Gregory Fugate Sales
Group Rossignol North America
Hamilton Sports
Hand Out Inc
HEAD USA
Helm of Sun Valley/ Inside line inc.
Hertel Ski Wax
Hestra Gloves
Hi Tempo Ski and Sail
High Adventure Ski & Bike
High Mountain Sports
Hookit Sponsorship Intelligence
Howl
HOWL - GLoves
ICE Outdoor Sports
In Action Coaching
Inn Shop Rentals, LLC
Insight Sports Group LLC.
Invasion board shop
K2 Sports
Kari Traa
Kelly Stymiest
KickSac
kidsKNOW distribution
Kinderlift of Colorado
King Keyser Sporting Goods, Inc.
Kombi LTD

Krimson Klover
Kuat Innovations LLC
Launch
Laurel Broy
Lee's Adventure Sports
Legacy of China, L.L.C
LEKI USA, Inc
Level North America. Inc
Liberty Skis Corporation
Little Mountain Ltd
Luc Heering
MAC Sports, Inc
Maison de Ski
Maui North Ski & Surf Co.
Mazel Tec Inc
Mesabi Recreation
Mike Gagliardi Rocky Mtn Sales LLC
Miller Sports
Minus 33 Merino Wool Clothing
Mountain Adventure Equipment
Mountain Sports
Mountainside Ski & Sports, LLC
Mt Shavano Ski Shop
MWP Ski Shop
Nemo Design
Never Summer Industries
Never Summer Mountain Products
Nika Banzuela
Nils Inc.
Nomad Glove Co.
Norpine Mountain Sports
Nova construction
OneBall
One Stop Ski Shop, Ltd.
Outdoor Divas
Outdoor Gear Exchange
Outdoor Gear, Inc.
Outpost Sunsport
Pallas Snowboards
Patagonia
Peak 2 Sea Sales, llc
Peak Performance
PERFORMANCE PRODUCTS WAREHOUSE
Performance Ski, Inc.
Pistil Designs
Pivot RnD, LLC.
Plaine's Bike Ski Snowboard
POC Sports
POW Glove and Accessory Co., Ltd.

Powder Fiend LLC
Pret, Inc.
Princeton Sports
Pro-Fit Ski & Boot Service, Inc.
Purnell
Race Place, Inc.
Recreation Outlet
RecWare Northwest
Reliable Knitting
Remove the products from the USTR list
Resintank
Ride Sales
Ridge Merino Co.
Ripclear
Rossignol Apparel
S&AD, Inc. DBA Hughes Ski Hut
S2WSG LLC
Saint Bernard Sports- Dallas, Austin, Houston
Sales Guys Inc
Salewa / Dynafit North America
Salomon
San Juan Mountain Sports LLC
Sandbox Helmets
Scandinavian Ski Shop
Scott Sports
Seirus Innovative Accessories, Inc
Shoe Inn Boutique
SHRED Foundation
Sidecountry Sports LLC
Sierra at Tahoe
Simply Scandinavian
Ski and Tennis Station
Ski Barn
Ski Country Sports
Ski Lubbock
Ski Pro Shop
Smat
Snowdrift Ski Shop
Snowsports Merchandising Corporation
SoCal Surf Shop, LLC
Sportcaster
Sporthaus Inc
Sporthaus NW
Sports Accessories/America Inc
Sports Rent Coastal Ski & Sport
Sports Specialists Ltd.
SSL
Stansport
Start Haus

Stio
Stratton Mountain Resort
Sturtevant's of Sun Valley
Sundown Ski and Sport Shop, Inc.
Sunshine & Ski Ltd
Swany America Corp
Sweet Protection
Swix Sport USA/Brav USA
SYNC Performance
T. J. Passantino
Tahoe Cross Country Ski Area
TBD Sales
Tecnica Group USA Corporation
Teton Backcountry Guides
Teton Mountaineering
The Angry Snowboarder
The Bent Gate Inc., - dba Bentgate Mountaineering
The City Garage
The Glove Doctor
The Great Outdoors: Jr Outfitters
The Kayo Corp
The Nordic Shops, Inc.
The NPD Group
The Pro Shop
The Ski Boot Doctor
The Ski Bum
The Ski Hut
The-agency
Thrive Snowboards
Thule
TITE Belts
TOBE Outerwear
Transworld Snowboarding
Trapper of Colorado
Trollhaugen Ski Shop
Troy Lee Designs LLC
Tyrol Ski & Sports, Rochester - MN
Utah Ski Gear, LLC
Velody Trade
Veranda Enterprises, Inc.
Vooray International Inc.
W.L. Activewear - Liquid Snowboard and Sportswear, Tenson Active
Apparel
Watterson Group
Westlife Distribution, LLC
Willi's Ski & Snowboard Shops
Willow Canyon Outdoor Co, Inc
WORLD FAMOUS SPORTS, INC
Yes Company
Zeal Optics