

January 7, 2021

The Honorable Donald J. Trump
President of the United States
The White House
Washington, DC 20500

Dear Mr. President,

On behalf of the companies we lead and the millions of American workers we employ, we are writing to ask that you do not impose punitive tariffs on goods from Vietnam. We agree that our trading partners must abide by global trade rules, and we support enhanced bilateral engagement with Vietnam to resolve concerns. However, responding with tariffs would undermine American global competitiveness and harm American businesses and consumers at a time when they can least afford it, as they are struggling from the impacts of COVID-19.

We are particularly concerned about the prospects of additional tariffs being applied to U.S. imports of apparel, footwear, technology components, luggage and travel goods, furniture, and accessories from Vietnam. Imports of these products already face some of the highest duties the U.S. government charges. If additional tariffs are applied to U.S. imports from Vietnam, it would mean that more than half of all apparel and footwear and more than three quarters of all accessories sold in the U.S. would be hit with cumulative tariffs as high as 25-50 percent. Many companies shifted sourcing to Vietnam as a direct result of the China 301 tariffs and supply chain diversification efforts. Placing tariffs on imports from Vietnam would punish those companies who made the sourcing shift as the administration had asked.

In addition, Vietnam is a major export market for U.S. job-creating textile, chemical, hardwood and agricultural products, and imports of raw materials from Vietnam are critical inputs used by U.S. manufacturers of finished goods. According to the U.S. International Trade Commission, U.S. textile and apparel exports to Vietnam increased by \$97 million from 2015 to 2019. During that same time, U.S. footwear exports to Vietnam increased by \$170 million. U.S. chemical exports to Vietnam have been accelerating in recent years, growing 62 percent year-over-year (Y/Y) to \$824 million in 2018 and 41 percent Y/Y to \$1.1 billion in 2019. These American exports, along with key U.S. agricultural exports, will almost certainly be subject to retaliatory tariffs if the Administration imposes tariffs on Vietnamese products.

We urge the Administration to avoid tariffs and instead utilize more targeted tools that are specifically intended to address currency and timber concerns.

Sincerely,

Companies

Ken C. Hicks, Chairman, President & CEO, Academy Sports + Outdoors

Steven Jackson, CEO, ACI International

Zion Armstrong, President, adidas America, Inc.

David Bensadoun, Chief Executive Officer | ALDO Group, ALDO US Inc.

John Crites II, President, Allegheny Wood Products
Robert W. Hill, President, Alpine Electronics of America, Inc.
Alex Camara, CEO, AudioControl
Deena Ghazarian, CEO & Founder, Austere
Jeff Kaufman, President/COO, Avanti Linens
Robert B. Burnette, President and CEO, Badcock Furniture
Shusuke Takahara, CEO, Bandai America Incorporated
Josue Solano, Chief Executive Officer, BBC International LLC
Helen M. Heneveld, CEO / President, Bedrock Learning, Inc.
Bruce Thorn, President & CEO, Big Lots, Inc.
John C. Walbrecht, President, Black Diamond Equipment Ltd
Brian Moran, CEO, Boolean Girl Tech
Robert Heiblim, President, Boulder International Inc
Jim Weber, CEO, Brooks Running Company
Philip Byer, CEO, Byer California
Diane Sullivan, CEO, Caleres
Phil Page, CEO, Cap America Inc.
John D. Idol, Chairman and Chief Executive Officer, Capri Holdings Limited
Michael D. Casey, Chairman and Chief Executive Officer, Carter's, Inc.
Jason Rabin, Chief Executive Officer, Centric Brands
JD Beltran, Founder, Co-Chief Executive Officer and Chief Creative Officer, Cinema Snowglobes LLC
Gary L Champion, President, Clarks Companies North America
S. Kellie Colf, President, Colf Creative Resources
Tim Boyle, President and Chief Executive Officer, Columbia Sportswear Company
G. Scott Uzzell, President and CEO, Converse, Inc.
Andrew Rees, CEO, Crocs, Inc
Jeff Gindin, President, Cycling Designs LLC
Dave Powers, President & CEO, Deckers Outdoor Co.
Iric L. Browndorf, EVP of Global Sourcing and Production, Delta Galil
Roger Rawlins, CEO, Designer Brands Inc.
Harvey Kanter, President & CEO, Destination XL Group, Inc.
Todd Vasos, Chief Executive Officer, Dollar General Corporation
Leslie Lane, President, Dr. Martens Airwair USA
David L. Reid, CEO, DRI DUCK Traders, Inc.
Peter Daley, Owner/CEO, Dynamic Foam Products, Inc
James B Klein, President, Eastland Shoe Corp.
Eileen Fisher, CEO, EILEEN FISHER, Inc.
Michael Preysman, Chief Executive Officer/Founder, Everlane Inc.
Jennifer O. Estabrook, President, FILA USA, Inc.
Joel Anderson, President & CEO, Five Below, Inc.
Kosta N. Kartsofis, Chairman and CEO, Fossil Group, Inc.
Steve James, President and CEO, Frank Miller Lumber
Sonia Syngal, Chief Executive Officer, Gap Inc.
Mimi E. Vaughn, Board Chair, President and Chief Executive Officer, Genesco Inc.
Paul Rotstein, President, CEO, Gold Medal International
Katherine Gold, CEO, Goldbug, Inc.

Edward Gribbin, CEO, Gribbin Strategic LLC
Michael Stitt, President & CEO, Hagggar Clothing Co.
Michael Rashti, CEO, Harry J. Rashti & Co., Inc.
Clarence H Smith, Chairman, President and CEO, Havertys
Robert Tobias, CEO, HDMI Licensing Administrator, Inc.
Larry Witt, President, Helen of Troy Housewares Division
Bob Fields, CEO, Hibersense
Hans G Heim, CEO, Ibis Cycles, Inc.
Stephan Brissaud, Chief Operating Officer, IELLO USA
Libby Wadle, CEO, J. Crew Group
Jason Trice, CEO, Jasco Products Company
Andrew Leigh, President, CEO, Jerry Leigh of California
Wade Miquelon, President and Chief Executive Officer, Jo-Ann Stores, LLC
Mark Fedyk, President, Jockey International Inc.
Nicola Gallotti, CEO, Kayser Roth Corporation
Christopher Grassi, President/CEO, Keeco LLC (Springs Global)
Kenneth Cole, Chairman and Chief Executive Officer, Kenneth Cole Productions
Charles Komar, President, CEO, Komar
Scott Baxter, Chief Executive Officer, Kontoor Brands
Paul Krueger, CEO, Krueger Audio Technologies LLC
Stephen Smith, President and CEO, L.L. Bean, Inc.
Filip Bajovic, CEO, Label Kings
Kiichiro Hattori, President, LaCrosse Footwear, Inc.
Eric Sobel, CEO, Land'n Sea Inc.
Jerome Griffith, President and CEO Sourcing, Lands' End Inc.
J. Wesley Howard, President, Lanier Apparel
Chip Bergh, President and CEO, Levi Strauss & Co.
Thomas Yoon, President & CEO, LG Electronics USA
Michelle M. Kelly, Chief Executive Officer, Lilly Pulitzer
Richard Sutton, CEO, LT Apparel Group
Tiffany Zarfaz Williams, Owner, Luggage Shop of Lubbock
Calvin McDonald, CEO, lululemon athletica
Marc Fisher, CEO, Marc Fisher Footwear
Sherrill Mosee, Founder/CEO, MinkeeBlue, LLC
Dan Digre, CEO, MISCO/MINNEAPOLIS SPEAKER COMPANY, INC
Maurice Mizrahi, President, Mizco International, Inc.
Stephen N. Lang, CEO, Mon Cheri Bridals
Cam Brensinger, Founder and CEO, NEMO Equipment, Inc.
Joe Preston, President & CEO, New Balance Athletics, Inc.
Paul Walsh, CEO, Newtimes Development Ltd
John Donahoe, President and CEO, NIKE, Inc.
Nathan Jeppson, President, CEO, Northwest Hardwoods
John Wolfe, Chief Executive Officer, Northwest Seaport Alliance
Drew Saunders, Country Manager, Oberalp North America
Rob Hole, Owner, Octopus Auto Marketing
Randy Kellogg, President and CEO, Omron Healthcare, Inc.

Julie Garry, CEO / Owner, Outdoor Gear, Inc.
Mark Walker, CEO, Outerknown
Thomas C. Chubb III, Chief Executive Officer and President, Oxford Industries Inc
Ryan Gellert, C.E.O., Patagonia
Wang Ji, Owner and CEO, Pem-America, Inc.
Oscar Feldenkreis, CEO & President, Perry Ellis International
Mario Cordero, Executive Director, Port of Long Beach
Eugene D. Seroka, Executive Director, Port of Los Angeles
Michael Relich, Interim CEO, PSEB Group
Robert Philion, President, PUMA North America
Emanuel Chirico, Chairman & CEO, PVH Corp
Patrice Louvet, President and Chief Executive Officer, Ralph Lauren Corporation
Rick Ungersma, President - CEO, Ranch and Home Supply, LLC
Jeffrey Spiegel, Chief Executive Officer, Randa Apparel & Accessories
Beth Aberg, CEO, Random Harvest
Filip Francke, CEO, Ravensburger North America
Bengt Lager, President, Regal Lager, Inc.
Kai Harrison, President, Remac LLP
John Makens, President, Remind Insoles
Stan Jewell, CEO & President, Renfro Brands
Scott Goldstein, President, S. Lichtenberg & Co., Inc.
Kyungsik Choi, President and CEO, Samsung Electronics America
Jeremy Lott, President, SanMar Corporation
Thomas Gately, President, Snowsports Merchandising Corporation
Mike Fasulo, President and COO, Sony Electronics North America
Christopher H. Heyn, Chief Executive Officer, Southern Tide
Mala Brindisi, COO, Spanx, Inc
Gary Yacoubian, President, CEO, and Managing Partner, Specialty Technologies, LLC dba SVS
Dave Nacke, President & CEO, Sports Specialists Ltd
Sandy Gray, CEO, Standard Fiber LLC
Edward Rosenfeld, Chairman and CEO, Steven Madden, Ltd.
Chen Feng, Owner/President, Sunyin USA
Evan Thayer, Supply Chain Manager, Superfeet
Joanne Crevoiserat, Chief Executive Officer, Tapestry, Inc.
Deena Ghazarian, Managing Partner, TargetPath
Meera Bhatia, President, Expert Services, TechStyle Fashion Group
Gregg Ribatt, CEO, The Rockport Group
Dinesh Tandon, Global Chief Executive Officer, Theory and Helmut Lang
Jamie Ward, President & CEO, TireDiscounters, Inc
Douglas B. Wood, Chief Executive Officer, Tommy Bahama
Magnus Wedhammar, Chief Executive Officer, Toms Shoes, LLC
Peter Henseler, President, TOMY International
Richard A Philby, C.O.O., Topline Corporation
Tory Burch, Executive Chairman and Chief Creative Officer, Tory Burch LLC
William Taraday, President, ToteVision
Gary Gorsuch, CEO/President, Trimfoot LLC

Steve Mostofsky, President & CEO, TTI Global Resources
Patrik Frisk, President/CEO, Under Armour
Richard A. Hayne, Chairman and Chief Executive Officer, Urban Outfitters, Inc.
Fabrizio Gamberini, Global Chief Brand Officer and President, Vibram USA
David Stefko, Interim Chief Executive Officer and Chief Financial Officer, Vince Holding Corp.
Vivian Sayward, President, Vivacity Sportswear Inc
Pat Lavelle, President and CEO, VOXX International Corporation
Mitchell Kauffman, President and CEO, Wacoal America, Inc.
Roger M Clarke, President, Williams Clarke Company, Inc.
Dr. Lisa Williams, CEO, World Of EPI
Robert D'Loren, Chairman, Xcel Brands

Trade Associations

Karen Giberson, President & CEO, Accessories Council
Peter Friedmann, Executive Director, Agriculture Transportation Coalition
Steve Lamar, President and CEO, American Apparel & Footwear Association (AAFA)
Marianne Rowden, President & CEO, American Association of Exporters and Importers
Christopher J Connor, President & CEO, American Association of Port Authorities
Stephen Lang, President, American Bridal and Prom Industry Association
Chris Jahn, President & CEO, American Chemistry Council
Andy Counts, CEO, American Home Furnishings Alliance
Eric Jacobson, CAE, President and CEO, American Lighting Association
Luiz da Costa, President, Coalition of New England Companies for Trade
Victoria Lane, President, Columbia River Customs Brokers and Forwarders Association
Matthew Schruers, President, Computer & Communications Industry Association (CCIA)
Gary Shapiro, President and CEO, Consumer Technology Association
Steven Kolb, Chief Executive Officer, Council of Fashion Designers of America (CFDA)
Chris Novak, President & CEO, CropLife America
Lacey Watson, President, Customs Brokers & International Freight Forwarders Association of Washington State
Evey Hwang, President, Customs Brokers and Forwarders Association of Northern California
Matt Priest, President & CEO, Footwear Distributors & Retailers of America (FDRA)
Ken O'Brien, President, Gemini Shippers Group
Michele Buggy, Executive Director, Halloween Industry Association, Inc.
James Brannigan, Executive Director, Home Fashion Products Association
Jason Oxman, President & CEO, Information Technology Industry Council (ITI)
Cindy L. Squires, Esq., Executive Director / CEO, International Wood Products Association
Jon Berroya, Interim President and CEO, Internet Association
Kelly Mariotti, Executive Director, Juvenile Products Manufacturers Association (JPMA)
Sandra Langford-Coty, President, Los Angeles Customs Brokers and Freight Forwarders Association
Bruce Nustad, President, Minnesota Retailers Association
David Overfelt, President, Missouri Retailers Association
Erik Autor, President, National Association of Foreign-Trade Zones
Steve Zalkin, President, National Association of Uniform Manufacturers and Distributors (NAUMD)
Rufus Yerxa, President, National Foreign Trade Council
Frank Hugelmeyer, President, National Marine Manufacturers Association

Matthew Shay, President and CEO, National Retail Federation
Julie Pitts, President, National Ski & Snowboard Retailers Association
Matthew Carlson, President & CEO, National Sporting Goods Association
Lise Aangeenbrug, Executive Director, Outdoor Industry Association
Kerry Stackpole, CEO, Plumbing Manufacturers International
Brian Dodge, President, Retail Industry Leaders Association
Craig Kirby, President, RV Industry Association
John Neuffer, President & CEO, Semiconductor Industry Association
Christopher J. Kersting, President, Specialty Equipment Market Association
Thomas Cove, Chief Executive Officer, Sports & Fitness Industry Association
George Kelemen, President & CEO, Texas Retailers Association (TRA)
Sara Mayes, CEO, The Fashion Accessories Shippers Association
Ken O'Brien, Executive Director, The Fashion and Jewelry and Accessories Trade Association
Eduardo Acosta, President, The Pacific Coast Council of Customs Brokers and Freight Forwarders Assns. Inc.
Steve Pasierb, President & CEO, The Toy Association
Michele Marini Pittenger, President/CEO, Travel Goods Association (TGA)
Julia Hughes, President, U.S. Fashion Industry Association