Date

First Name Last Name, MP (state riding);

On behalf of my employees, our customers and all small businesses in the recreational boating community, I am writing to you today to express serious concern with the proposed retaliatory tariff announced by the Government of Canada on many products coming into Canada from the US including boats. While many of us understand the need to respond to the unfair tariff imposed by the US, the impact to Canada’s economy of both these US measures as well as the proposed Canadian counter-measures will be disastrous for our industry.

Canada’s recreational boating community relies on boats imported from the US. In fact, according to statistics from our trade association, the National Marine Manufacturers Association (NMMA), in 2017 more than 100,000 new and pre-owned boats were sold in Canada. Of those, more than 65% were imported from the US.

Moreover, when reviewing the Canadian tariff list closely, boats are the ONLY recreational product listed; there are no other recreational products included in the tariff. This is an unjustified hit at the recreational boating industry. The proposed counter-measures will have severe negative impact on the flow of boats and will result in prohibitive price increases to our end consumer.

The economic impact is:

Revenue $10 Billion

GDP $5.6 Billion

Wages $2.9 Billion

Taxes $868 Million

Jobs 75,000 combined

In Canada recreational boaters, 59% of whom have an average household income of under $100,000, spend about $7.35 billion each year when they are on boating trips. This tariff represents a significant impact on the communities across Canada.

Appreciating the complicated situation the Canadian government finds itself in, our industry must emphasize that the proposed Canadian counter-measures will have severe negative and long-term impact to the jobs, taxes and tourism that boating represents – and generates – across Canada.

It is also important that consideration be given for industry to have measures in place for retroactive recovery of boats tariffed if the tariff disappears after a few months.

Respectfully,

YOUR NAME HERE

All data sourced from 2017 NMMA Canadian Recreational Boating Statistical Abstract & 2016 Economic Impact Study