



June 26, 2018

President Donald J. Trump
The White House
1600 Pennsylvania Avenue
Washington, D.C. 20500

Dear President Trump:

We, the undersigned, write to express our deep concern for the escalating trade dispute between the United States and key allies and the direct impact to the recreational boating industry in the EU and the US.

The imposition of the U.S. Administration's worldwide steel and aluminum tariffs has resulted in the marine industry being confronted with rising costs of raw materials and retaliation between key trading partners. The marine manufacturing industry relies on free and fair trade. Nobody wins in a trade war—more specifically, the recreational boating industry shoulders the negative consequences as demand for our products is highly elastic and sensitive to even small changes in the sales price of boats. We strongly urge the U.S. Administration, to work collaboratively with the European Commission, as well as Canadian government, to recognize the harmful effects of the current trade dispute, and focus on achieving a reasonable and balanced resolution which does not threaten growth, jobs and innovation.

The inability of the U.S. to reach an agreement to exempt the EU, Canada and Mexico from a worldwide steel and aluminum tariff has resulted in retaliatory actions on a list of U.S made products, including all recreational vessels. Retaliatory tariffs hurt the marine industry in all affected countries. Boating is the only recreational product to be singled out by all three major U.S. allies in their retaliation. While we understand the need for allies to remain strong against U.S actions, we urge reasonableness and consideration of the harmful and inequitable impact tariffs and retaliatory action will have on boating businesses, workers and consumers in the EU and the US.

The ongoing trade dispute has effectively frozen the export market in these previously mentioned countries and is leading to marine dealers in the EU and Canada to cancel orders of U.S. built boats which also has dramatic adverse effects on boat dealers and service businesses in the EU. Without a solution that immediately withdraws these tariffs or exempts key allies, the global marine industry – and the global economy – will suffer.

We believe it is imperative the U.S. and EU work quickly to resolve the deteriorating trade situation and eliminate the use of tariffs against one another. Together, we can achieve an enduring solution that benefits both sides of the Atlantic and allows the boating industry to continue its economic growth.

Sincerely,



Piero Formenti
President
European Boating Industry (EBI)



Thomas J. Dammirch
President
National Marine Manufacturers Association
(NMMA)



Andrea Razeto
President
International Council of Marine Industry Association (ICOMIA)