



December 21, 2020

President-Elect Joseph R. Biden, Jr.
1401 Constitution Ave NW
Washington, DC 20230

Dear President Elect Biden,

On behalf of the National Marine Manufacturers Association (NMMA), and our international partners, the European Boating Industry (EBI) and the International Council of Marine Industry Associations (ICOMIA), we congratulate you on your election as the next president of the United States. As you outlined in the campaign, the first hundred days of the administration will focus on COVID and economic recovery. Businesses throughout the marine industry stand ready to support your efforts.

The U.S. and E.U. are natural trade partners and have a history of exchanges based on a joint tradition of recreational boating. Our organizations play a critical role in the international dialogue of the recreational marine industry and support policies that benefit boating on both sides of the Atlantic. The U.S. marine industry contributes nearly \$170 billion to the economy, supporting 35,000 business and nearly 700,000 jobs. Outdoor recreation, as a sector, contributed 2.1 percent to U.S. GDP and boating and fishing are the largest activities, growing at a faster rate than the overall economy. The European boating market is similarly well-positioned to contribute to economic growth, supporting over 280,000 jobs and 32,000 businesses. Combined, the U.S. and EU make up nearly eighty percent of the global boating industry. In both the EU and U.S. our industry is a proud example of the success of SMEs in developing global trade relationships.

As you are aware, the U.S. section 232 steel and aluminum tariffs caused a ripple effect, not only increasing the price of raw materials for manufacturers, but resulting in retaliatory action by our top trading partners, such as the EU. Since 2018, the EU placed a twenty five percent retaliatory tariff on U.S. boat exports, decimating our industries top export market. Exports are down over forty percent year over year, resulting in over a \$400 million loss to U.S companies. The impact of these tariffs is also seen in Europe, as it has disrupted retail sales and distribution networks.

Like many industries, the global COVID-19 pandemic has impacted the recreational boating sector. While many families are turning to boating for safe socially-distant activity, workforce and global supply disruptions continue to impact production. The burden of an additional tariff and lost European sales (for importers and domestic EU businesses) make it difficult for our industry to fully recover. It is now critical more than ever, to support local jobs, manufacturing and SMEs, through tariff reduction.

We strongly urge you to remove the section 232 metal tariffs and normalize relations with the EU in your first hundred days. This decisive action will support U.S business and foster the economic recovery your administration hopes to achieve. Additionally, given Brexit and the U.K.'s recent announcement of consultation on retaliatory efforts from the metal tariffs, we urge your administration to swiftly use the opportunity to work with the UK to avoid further escalation of this incessantly trade war. The marine industry on both sides of the Atlantic strongly supports these actions to support bilateral trade and further grow this important manufacturing sector.

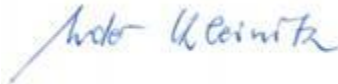
As you look for additional trade actions to bolster recovery, we support renewed multilateral discussions, particularly between the EU and the US. Our organizations believe reducing technical barriers to trade, such as regulatory conformity, standards harmonization, and mutual recognition are important actions the EU and US should review to reduce barriers for SMEs. Such barriers can burden small businesses, which make up ninety seven percent of the marine industry, through complicated reporting, financial and construction practices.

We appreciate your consideration of the marine sector and our efforts to further stimulate economic growth through sound trade policies.

Sincerely,



Philip Easthill
Secretary General
European Boating Industry



Udo Kleinitz
Secretary General
International Council of Marine Industry Associations



Nicole Vasilaros
Senior Vice President, Government and Legal Affairs
National Marine Manufacturers Association