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November 20, 2012

The Honorable Dave Camp
Chairman
 Committee on Ways and Means
 United States House of Representatives
 1102 Longworth House Office Building
 Washington, D.C. 20510

The Honorable Max Baucus
Chairman
 Committee on Finance
 United States Senate
 219 Dirksen Senate Office Building
 Washington, D.C. 20510

The Honorable Sander M. Levin
Ranking Member
 Committee on Ways and Means
 United States House of Representatives
 1106 Longworth House Office Building
 Washington, D.C. 20510

The Honorable Orrin G. Hatch
Ranking Member
 Committee on Finance
 United States Senate
 219 Dirksen Senate Office Building
 Washington, D.C. 20510

Re: Miscellaneous Tariff Bills - H.R. 4505/S.3038, H.R.4504/S.3039, H.R. 4503/S.3036, H.R. 4502/S.3037, H.R. 4926/S. 3043, H.R. 4927/S.3042, H.R. 4928/S.3041, H.R. 4929/S.3040, H.R. 4993/S. 3055, H.R. 4994/S. 3056, H.R. 4995/S. 3058, H.R. 5330/S. 3057, S. 2400, S. 2401, S.2402, S. 2403, S. 2399, S. 3073

Dear Representative Camp, Representative Levin, Senator Baucus, and Senator Hatch:

I am writing to you in response to the Obama administration's alarming opposition to the above referenced miscellaneous tariff bills. These bills were introduced at the request of Outdoor Industry Association (OIA) and on behalf of more than 3000 outdoor companies and specialty retailers that produce or sell specialty outdoor footwear and apparel. My company, HELLY HANSEN (U.S.) INC., is a member of OIA and firmly supports these bills.

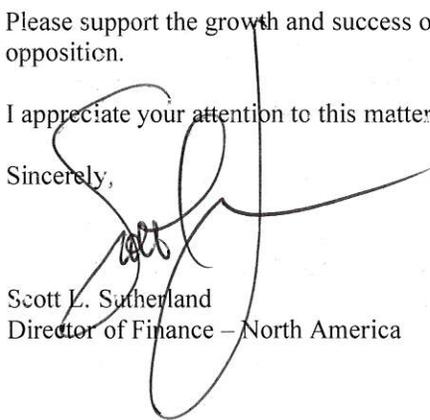
By opposing these bills, the administration is forcing immediate and unexpected cost increases, some as high as 40 percent, on outdoor suppliers, manufacturers, and retailers. Many of these products have already been priced and sold to retailers for 2013. The devastating consequences will no doubt result in lost profits, product shortages, employment contraction, and a threat to the economic viability of many outdoor companies.

My company, HELLY HANSEN (U.S.) INC, and the Outdoor Industry will suffer significantly without these tariff bills. Our company is located in Auburn Washington and employs 32 people. Most of the retailers we sell to offer technical outdoor footwear. While we are not an industry leader in this channel our footwear business is growing. However this action by the Obama Administration would curtail any gains we have made and certainly reverse the trend. The American consumer would be forced to pay a higher amount for this product arbitrarily as there are virtually no domestic manufacturers of technical footwear.

Please support the growth and success of outdoor business and allow these MTBs to proceed in the process despite the administration's opposition.

I appreciate your attention to this matter and look forward to your response.

Sincerely,


 Scott L. Sutherland
 Director of Finance – North America