

**deckers**  
OUTDOOR CORPORATION

June 19, 2012

The Honorable Dave Camp  
Chairman  
Committee on Ways & Means  
U.S. House of Representatives  
Washington, DC 20515

The Honorable Sander Levin  
Ranking Member  
Committee on Ways & Means  
U.S. House of Representatives  
Washington, DC 20515

The Honorable Kevin Brady  
Chairman, Trade Subcommittee  
Committee on Ways & Means  
U.S. House of Representatives  
Washington, DC 20515

The Honorable Jim McDermott  
Ranking Member, Trade Subcommittee  
Committee on Ways & Means  
U.S. House of Representatives  
Washington, DC 20515

Dear Chairmen Camp and Brady, and Ranking Members Levin and McDermott:

I am writing on behalf of Deckers Outdoor Corporation to support H.R.5029 – To suspend, temporarily the duty on certain women's footwear not covering the ankle – and to request its inclusion in the 2012 Miscellaneous Tariff Bill (MTB) package. Deckers, which is based in Goleta, CA, counts among its brands UGG Australia, Teva, Sanuk, Mozo, Ahnu and Tsubo. Deckers employs 1020 people in the U.S. and we sell our products worldwide.

H.R.5029 proposes to temporarily suspend the duty on women's footwear with uppers of furskin, valued over \$30/pair, not covering the ankle (provided for in subheading 6405.90.90). The footwear items that are imported by Deckers and numerous other companies, and that are covered under H.R.5029, are women's shoes and other non-boot types of footwear with furskin as the constituent material having the greatest external surface area of the upper and with any of several types of material comprising the outer soles.

This legislation is important not only for Deckers, but also for our customers. Retail prices for footwear are highly sensitive and responsive to changes in cost. This legislation will help buffet rising materials costs, and thereby help us avoid increases in costs ultimately charged to consumers for our products. In other words, this legislation will benefit our customers, and it will do so without negatively impacting domestic firms.

I hope you will include this important legislation in the 2012 MTB package.

Sincerely,



Angel R. Martinez  
CEO, President and Chairman of the Board



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Dear Chairmen Camp and Brady, and Ranking Members Levin and McDermott:

I am writing on behalf of Deckers Outdoor Corporation to support H.R.5030 – To suspend temporarily the duty on certain women's footwear covering the ankle – and to request its inclusion in the 2012 Miscellaneous Tariff Bill (MTB) package. Deckers, which is based in Goleta, CA, counts among its brands UGG Australia, Teva, Sanuk, Mozo, Ahnu and Tsubo. Deckers employs 1020 people in the U.S. and we sell our products worldwide.

H.R. 5030 proposes to temporarily suspend the duty on women's boots with uppers of furskin, valued over \$30/pair (provided for in subheading 6405.90.90). The footwear items that are imported by Deckers and numerous other companies, and that are covered under H.R. 5030, are women's footwear with furskin as the constituent material having the greatest external surface of the upper and with any of several types of material comprising the outer soles. The uppers of this footwear extend upward to cover, at a minimum, the wearer's ankle.

This legislation is important not only for Deckers, but also for our customers. Retail prices for footwear are highly sensitive and responsive to changes in cost. This legislation will help buffet rising materials costs, and thereby help us avoid increases in costs ultimately charged to consumers for our products. In other words, this legislation will benefit our customers, and it will do so without negatively impacting domestic firms.

I hope you will include this important legislation in the 2012 MTB package.

Sincerely,



Angel R. Martinez  
CEO, President and Chairman of the Board

