



Discover the Difference™

Zamberlan USA, Inc.  
PO Box 912  
Solana Beach, CA 92075

The Honorable Brian Bilbray  
380 Stevens Avenue, Suite 212  
Solana Beach, CA 92075

November 20, 2012

CC:

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 Congressman Bilbray:

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 3,000 outdoor companies and specialty retailers that produce or sell specialty outdoor footwear and apparel. My company, ZAMBERLAN USA, INC., located in your district, and a producer of high-end, Italian technical footwear, is a member of the Outdoor Industry Association 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.



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My company, ZAMBERLAN USA, INC. and the Outdoor Industry will suffer significantly without these tariff bills. Here are some facts about why this bill is so vital to our industry:

1 – The tariff increase would **PROTECT NO ONE**: There are virtually no domestic producers of technical footwear in the United States! Therefore, tariff increases in the footwear category would not protect any domestic producers

2 – The tariff increase would **HURT CONSUMERS**: The proposed increases would be immediately passed onto the consumer, increasing prices by as much as 40% at a time of already high prices. As an example, a typical boot in our category of product retails for \$275. If this bill is not passed, these boot would now have to retail for nearly \$375!

3 – **TARIFFS ARE ALREADY 10%** for most of my company's products, leading to significant revenue for the United States Government, *revenue that will be lost should this bill not pass.*

4 – If this bill is not passed, **OUR COMPANY WOULD BE OUT OF BUSINESS WITHIN A MATTER OF WEEKS!** Our customers cannot accept these high prices and we would be forced to close our doors. Our major retail clients in Sport Chalet, REI, Amazon, Zappos, Eastern Mountain Sports and others have already indicated to us that they will not be able to sell our products should this bill not pass. This means:

- LOST TARIFF REVENUE
- LOST INCOME TAXES FOR CALIFORNIA
- LOST INCOME TAXES FOR THE U.S. GOVERNMENT
- LOST WAGES
- LOST JOBS
- PRODUCT SHORTAGES
- MASSIVE INFLATION

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,

Philip Benson  
General Manager  
Zamberlan USA, Inc.