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May 29th, 2019

Dear Mr. President,

We recognize the very trying times facing our nation and appreciate the efforts your administration is taking to negotiate an agreement with China to address long-standing concerns around protection for U.S. intellectual property and China's industrial policies. We are tremendously concerned, however, for the negative economic and social impact that the ongoing tariff war is having on American consumers and businesses.

On behalf of the tennis industry, these tariffs will further impact recreational tennis play, which is at the forefront of healthy lifestyles and wellness. The increase of existing punitive tariffs from 10 percent to 25 percent on tennis products* sourced from China (are already forcing a weakened tennis industry to further constrict. While we may only represent a \$6 billion economy in the U.S., we also represent nearly 18 million Americans who play tennis, 100-year-old tennis manufacturing companies, hard-working brick & mortar tennis retailers, teaching pros and coaches who count on industry jobs, and a 100,000-plus tennis network dependent on the trade.

Recent research has shown that tennis and racquet sports are the #1 sport and activity to fight all-cause mortality—in fact, the data shows that racquet sports increase one's longevity by 10 years. Tennis manufacturers produce some of the most innovative products that reach all corners of the globe, enriching people's lives by supporting healthy and active lifestyles.

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May 29th, 2019

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There is no viable domestic production of these products, so raising the additional tariff on the “List 3” products—which includes tennis racquets, tennis balls and tennis bags—from 10 percent to 25 percent will further raise costs for our manufacturers, suppliers and retailers. This will exacerbate an already challenging sales climate, potentially forcing businesses to shut their doors and impeding efforts to engage more Americans in an active, healthy lifestyle due to the increased costs of the equipment to play.

We understand that action is needed, and we are looking at ways to address this unprecedented economic stress that we are experiencing. We also need additional time to find solutions while not suffering the additional burdens that these tariffs will inflict on all who make their life and living through tennis.

Thank you for your consideration for the tennis industry and all the businesses and people engaged in our sport for a lifetime!

Sincerely,



Jolyn de Boer
Executive Director
Tennis Industry Association

*Tariffs Referenced:

9506.51.20	Lawn-tennis rackets, strung
9506.51.40	Lawn-tennis rackets, not strung
9506.51.60	Parts and accessories for lawn-tennis rackets
9506.61.00	Lawn-tennis balls

cc: The Honorable Larry Kudlow, Director of the National Economic Council
The Honorable Robert Lighthizer, United States Trade Representative
The Honorable Steven Mnuchin, Secretary of the Treasury
The Honorable Wilbur Ross, Secretary of Commerce