

In Office Talking Points.

Please get your Congress person's local office address here: <https://www.usa.gov/elected-officials>, the click through to the Congressperson's website for the local address.

- Keep it respectful. Introduce yourself as a constituent and a business owner/employer in your state. Tell them where you are located, what products you make and how many people you employ. Be as local and as personal as possible.
- Tell them you're concerned and am contacting them in regards to the 25% tariffs on over \$200 billion worth of US goods produced in China, and the new tariffs on \$300 billion of additional products.
- Let them know that these "tariffs" are taxes that will be passed along to your retailers and ultimately to consumers
- **Tell them which products you produce that are on the tariff list**
- Let them know that your economic vitality depends on selling our products at a fair price to consumers each season. A 25% tariff will lead to increased prices on an already tight-margined product that will impact your sales and revenue and ability to hire more people.
- Furthermore, a price increase will be felt greatest throughout your retail network, many of which are businesses located in tourist-dependent mountain communities potentially leading to business closures and lost jobs.
- **Make the ask: I am asking the Senator/Congressperson to urge the Administration to continue constructive discussions with China, instead of imposing tariffs that will be costly to the consumer and threatening to my business.**
- "Thank you for your time."