

BRIAN HIGGINS
26TH DISTRICT, NEW YORK

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CO-CHAIR, REVITALIZING OLDER CITIES
TASK FORCE

Mr. Christopher Koch
New Era Cap Company, Inc
160 Delaware Avenue
Buffalo, New York 14202

Dear Mr. Koch,

We are disappointed to hear of your decision to close the New Era manufacturing plant in Derby, New York. We understand these decisions are difficult, as the impact on the lives of New Era's dedicated workforce, their families and your company's deep community roots is devastating.

Earlier this year, following conversations with New Era leadership, my office embarked on an effort to advocate on your behalf to alleviate 301 tariffs proposed by the Administration that would increase the cost to produce headwear assembled at the Derby facility. Prior to the release of the finalized tariff list, we sent a letter to the United States Trade Representative (USTR), Ambassador Robert Lighthizer, highlighting how the tariff could hinder your continued investment in the Western New York economy by significantly increasing your cost of production.

This letter was written in response to your public comments submitted through the Federal Register to USTR on the third tranche of these 301 tariffs, which have since been enacted. In the submission you stated that the proposed 25% ad valorem tariff slated to begin in January would "impose near crippling additional costs" and that these new costs would force you to make "immediate and significant cuts to our US operations, including workforce reductions."

We understand that directional decisions on business operations typically relate to multiple factors. We will continue to fight for an alleviation of these needless tariffs to help your operations. It is our hope that this signifies to you that we are willing to work with you and advocate on your behalf to ensure not only economic stability, but growth for our families and friends in and around Western New York. The Administration's trade agenda has caused some uncertainty for many local businesses and our advocacy has the potential to alleviate the financial strain imposed by these actions and translate into a better, more stable environment for businesses to continue to invest in our community.

We would welcome the opportunity to meet with you to discuss how we can work together to protect local jobs supported by your company which has made its home in Western New York for generations. We look forward to hearing from you and hope to work closely with you on this matter.

Sincerely,



BRIAN HIGGINS
Member of Congress

Congress of the United States
House of Representatives
Washington, DC 20515-3226

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