



August 19, 2020

Commissioner Phil Hogan
Commissioner for Trade
European Commission
Rue de la Loi / Wetstraat 200
1049 Brussels, Belgium

Dear Commissioner Hogan:

As members of the Wine Origins Alliance, we are writing to reiterate our support for a negotiated outcome in the disputes between the United States and the European Union over Large Civil Aircraft and urge you to avoid imposing retaliatory tariffs on American wine if such countermeasures become necessary. We are also urging the United States to remove tariffs on these products.

The Wine Origins Alliance is composed of 32 organizations from 11 countries spanning North America, Europe, Australia, and Asia. The U.S. and EU are the two leading wine producers in the world with combined wine exports of nearly €25 billion in 2019. Wine trade between the two has long been favorable and subject to much lower tariffs than are applied in wine trade between other countries. Instead of imposing barriers that jeopardize this further, the U.S. and EU should be working together to lower trade barriers on wine around the world.

Additional tariffs on wine, if imposed by the EU, would only lead to lost economic growth and lost jobs for the farmers, vintners, wineries, wholesalers, distributors, and retailers – many of them small businesses – that bring our distinctive wines to the tables of consumers in the U.S. and the EU. Furthermore, these businesses are currently facing a global pandemic and unprecedented economic uncertainty, in addition to tariffs on wine that have already been levied. According to Eurostat, more than 11.9 million people in the Euro area were unemployed in April 2020 – an increase of 211,000 people from March. The International Organisation of Wine and Vine (OIV) further estimates that European winemakers could see their revenues cut by up to 50 percent due to the joint impact of coronavirus and the existing tariffs on wine. Levying retaliatory tariffs would only compound the catastrophic economic pain that has been felt by businesses across the U.S. and EU.

We understand the importance of the dispute in which additional wine tariffs are being considered. However, imposing tariffs on unrelated products such as wine is not the best way to obtain a favorable result. If tariffs become necessary, we would instead urge you to limit the proposed tariffs only to products relevant to the matter at hand: aircraft and aircraft parts, which may lead to a swifter resolution. We have also reached out to your counterparts in the U.S. to encourage them to settle as well, as we understand that a resolution to this dispute will require action by both sides.

We urge you to work with the U.S. government to settle the ongoing trade dispute without including wine on your tariff countermeasures list. We thank you for your attention to this matter and would be happy to discuss further.

Sincerely,



Giovanni Manetti
President
Consorzio Vino Chianti Classico



Jim Anderson
Executive Director
Missouri Wine and Grape Board



Alison Laslett
President & CEO
Santa Barbara Vintners



Bernard Farges
President
Conseil Interprofessionnel du Vin
de Bordeaux



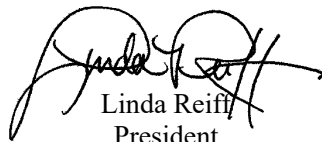
Kim Stemler
Executive Director
Monterey County Vintners &
Growers Association



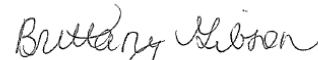
Robert Hansen
Executive Director
Walla Walla Valley Wine
Alliance



Louis-Fabrice Latour
President
Bureau Interprofessionnel des
Vins de Bourgogne



Linda Reiff
President
Napa Valley Vintners Association



Britany Gibson
Executive Director
Seneca Lake Winery Association



Maxime Toubart
Co-President
Comité Champagne



Tom Danowski
President
Oregon Wine Board



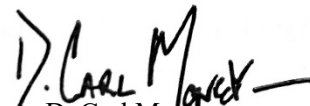
Michael Haney
Executive Director
Sonoma County Vintners




Jean-Marie Barillère
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Comité Champagne



Eric Rosaz
Director
Inter-Rhône




D. Carl Money
President
Texas Wine Growers




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Gilberto Igrejas
President
Instituto dos Vinhos do Douro e
Porto



Morgen McLaughlin
Executive Director
Willamette Valley Wineries
Association



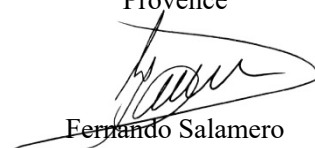
Chris Chandler
Executive Director
Livermore Valley Winegrowers
Association



Eric Pastorino
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Provence



Kareem Massoud
President
Long Island Wine Country



Fernando Salamero
President
Consejo Regulador D.O.Ca. Rioja