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## NEWS RELEASE

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# **NPA Declares Victory, Applauds Trump Administration for Opening Exclusion Process for Tariffs on Dietary and Personal Care Ingredients.**

## ***Will Request to Testify on New Round of Tariff Proposals***

**WASHINGTON, D.C.**— The Natural Products Association (NPA) today applauded the Trump Administration and USTR for opening an exclusion process for List 3 China 301 tariffs, which encompassed many ingredients used in natural products. NPA is also announcing its intention to formally request to testify at an upcoming hearing hosted by the United States Trade Representative (USTR) on yet another round of 301 China tariffs (so called List 4) on June 17.

“This is a victory for NPA. The process has been long and tedious, but we have an exclusion process which will begin on June 30. While that fight is won, we still have a lot of work to do because the natural products industry was just hit with the proposed List 4 China 301 tariffs earlier this month. List 4 includes many new dietary ingredients used in dietary supplements as well as personal and home care ingredients and products. We applaud the Trump Administration for opening up the exclusion process and look forward to the opportunity to testify at the USTR’s upcoming hearing on the latest round of China 301 tariffs,” said Daniel Fabricant, Ph.D., President and CEO of NPA. “Without exclusions for our industry, these new China 301 tariff proposals will increase costs for small businesses and the majority of Americans who rely on dietary supplements to support their healthy lifestyles.”

NPA has been working with the Trump Administration since September of last year to secure an exclusion process for List 3 China 301 tariffs on dietary and personal care ingredients and products. NPA has been the leading trade to push USTR to offer an exclusion process for public comment and has sent thousands of letters representing hundreds of small businesses to members of Congress urging them to contact the Administration to allow for tariff exclusions on certain ingredients that are only sourced from China. These ingredients are used domestically to manufacture natural products, many of which are exported back to China.

The new round of 301 China tariffs proposed a List 4, which includes \$325 billion worth of tariffs on Chinese goods, impacts many ingredients used to manufacture natural products. This list affects the entire natural products industry including nutritional supplements, personal care products, and home care products. NPA will be submitting a formal request to testify at the upcoming USTR hearing on June 17.

The nutritional supplement industry is a \$45 billion industry in the U.S. with a compound annual growth rate (CAGR) of between 9 and 12% annually. Today, more than three-quarters of the U.S. population takes a dietary supplement as part of their healthy lifestyle.



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**Natural Products Association**

The **Natural Products Association (NPA)** is *the* trade association representing the entire natural products industry. We advocate for our members who supply, manufacture and sell natural ingredients or products for consumers. The Natural Products Association promotes good manufacturing practices as part of the growth and success of the industry. Founded in 1936, NPA represents approximately 1,000 members accounting for more than 10,000 locations of retailers, manufacturers, wholesalers and distributors of natural products, including foods, dietary supplements and health/beauty aids. Visit [www.npanational.org](http://www.npanational.org).