

BANKING/ FINANCE

American Boat Makers Feel the Crunch From Trump Tariffs



JOHN RAOUX/ASSOCIATED PRESS

Workers apply fiberglass to the resin frame of a boat at Regal Marine Industries in Orlando. American boat makers are getting pummeled on multiple fronts by tariffs and stand to be among the industries hardest hit by the escalating trade war.

by Michelle R. Smith

MJM Yachts has already felt the sting of tariffs.

CEO Bob Johnstone was negotiating the sale of a 53-foot, \$2.2 million yacht to a buyer in Monaco when the European Union announced a 25 percent tariff on American-made boats as retaliation for the Trump administration's tariffs on imported aluminum and steel.

The deal is now dead. So is the Rhode Island-based company's plan to expand sales into Europe.

American boat makers are getting pummeled on multiple fronts by tariffs and stand to be among the industries hardest hit in an escalating trade war.

President Donald Trump's decision to impose tariffs on imported steel and aluminum has driven up the price of those essential materials for many boat makers. Europe, Canada and Mexico retaliated with tariffs on American-made boats. Meanwhile, new tariffs imposed on parts such as engines and navigation equipment imported from China are also pushing up costs.

As a result, they are selling fewer boats, considering raising prices and bracing for layoffs across an industry that employs 650,000 people in the United States at manufacturers, marinas and dealers.

"We have the unfortunate situation of being caught up in every part of this trade war," said Nicole Vasilaros, of the National Marine Manufacturers Association.

Industry leaders have met with Commerce Secretary Wilbur Ross and trade representatives and tried to make the case that this is a truly American industry being used as a pawn in a trade war. Ninety-five percent of the boats sold in the U.S. are made in America. They've also appealed to congressional delegations, especially in states heavy in boat manufacturing, while watching the trade fight escalate this week as China and the U.S. proposed new tariffs that include some hitting their industry.

Among those who have considered reducing their workforce is Regal Marine Industries, which builds everything from sport boats to 53-foot yachts with price tags ranging from \$35,000 to \$1.2 million. It employs 750 people at its headquarters in Orlando, and in Valdosta, Georgia, from factory technicians to engineers to office staff.

Before the tariffs were imposed, around 15 to 20 percent of Regal's sales went to Europe or Canada. CEO Duane Kuck said orders from the EU are down 90 percent. They've seen millions of dollars in of cancelations and delays.

"We were expanding prior to the tariffs. The expansion has been put on hold," he said.

Asked whether that means layoffs, he said he would have to see whether the company can grow enough business in the U.S. to offset the loss of exports, a strategy several other boat builders are trying.

The timetable for many manufacturers thinking about layoffs is in the next two to three months, Vasilaros said. She also noted that any benefits the industry saw from a Republican-led tax overhaul have been "almost completely negated" as the industry deals with higher prices for materials and components while losing customers to global competitors.

"The president's trying to help U.S. manufacturing, but we are the key case to show that he's doing the exact opposite," she said.

The industry, Vasilaros said, is being specifically targeted for retaliatory tariffs by countries wishing to make a point to Trump.

For example, Mercury Marine employs most of its 4,800 workers at its headquarters in Fond du Lac, Wisconsin, a county that Trump won by a nearly 2-1 margin in his 2016 presidential victory. Other states with a large boat-making presence are GOP strongholds such as Florida, Indiana and Arkansas.

Michelle R. Smith reports for the Associated Press.



CITY OF DORAL NOTICE OF PUBLIC HEARING TO CONSIDER A TEXT AMENDMENT TO THE CITY'S LAND DEVELOPMENT CODE

All residents, property owners and other interested parties are hereby notified of a **Local Planning Agency (LPA)** meeting on **Wednesday, August 22nd, 2018, beginning at 5:00 PM**, to consider a text amendment to the City's Land Development Code. This meeting will be held at the **City of Doral, Government Center, Council Chambers located at 8401 NW 53rd Terrace, Doral, Florida, 33166.**

The City of Doral proposes to adopt the following Resolution:

RESOLUTION No. 18-

A RESOLUTION OF THE MAYOR AND THE CITY COUNCIL OF THE CITY OF DORAL, FLORIDA, SITTING AS THE LOCAL PLANNING AGENCY, RECOMMENDING APPROVAL / DENIAL OF, OR GOING FORWARD WITHOUT A RECOMMENDATION TO AMEND THE CITY OF DORAL LAND DEVELOPMENT CODE SECTION 53-184(e) "ZONING WORKSHOP"; PROVIDING FOR SEVERABILITY; PROVIDING FOR CONFLICTS; AND PROVIDING FOR AN EFFECTIVE DATE

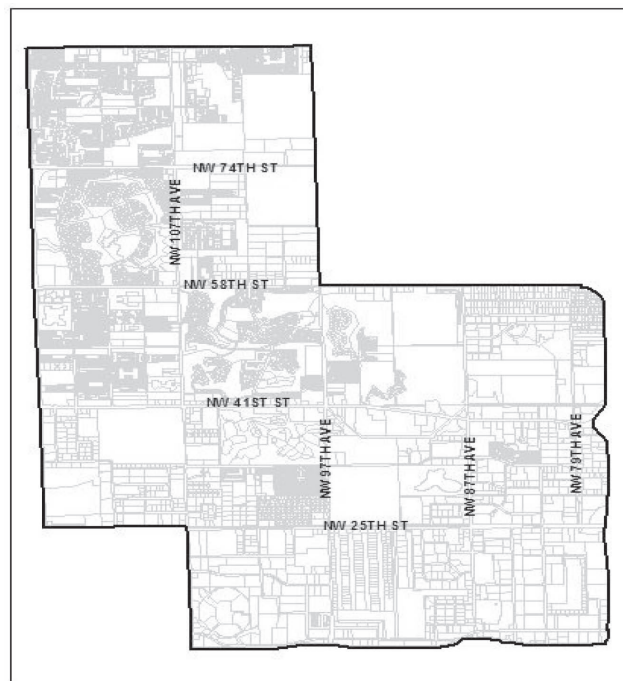
HEARING NO.: 18-08-DOR-01

APPLICANT: City of Doral

LOCATION: This text amendment applies citywide.

REQUEST: Amendment to Section 53-184(e) "Zoning Workshop" to provide for issuance of courtesy notices to property owners and Homeowner Associations within a 500-foot radius from the property.

Location Map



Information relating to this request is on file and may be examined in the City of Doral, Planning and Zoning Department located at **8401 NW 53rd Terrace, Doral, FL 33166**. All persons are invited to appear at this meeting or be represented by an agent, or to express their views in writing addressed to the City Clerk, **8401 NW 53rd Terrace, Doral, FL 33166**. Maps and other data pertaining to these applications are available for public inspection during normal business hours in City Hall. Any persons wishing to speak at a public hearing should register with the City Clerk prior to that item being heard. Inquiries regarding the item may be directed to the Planning and Zoning Department at 305-59-DORAL.

Pursuant to Section 286.0105, Florida Statutes If a person decides to appeal any decisions made by the City Council with respect to any matter considered at such meeting or hearing, they will need a record of the proceedings and, for such purpose, may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based. This notice does not constitute consent by the City for introduction or admission of otherwise inadmissible or irrelevant evidence, nor does it authorize challenges or appeals not otherwise allowed by law. In accordance with the Americans with Disabilities Act, all persons who are disabled and who need special accommodations to participate in this meeting because of that disability should contact the Planning and Zoning Department at 305-59-DORAL no later than three (3) business days prior to the proceeding.

NOTE: If you are not able to communicate, or are not comfortable expressing yourself, in the English language, it is your responsibility to bring with you an English-speaking interpreter when conducting business at the City of Doral during the zoning application process up to, and including, appearance at a hearing. This person may be a friend, relative or someone else. A minor cannot serve as a valid interpreter. The City of Doral DOES NOT provide translation services during the zoning application process or during any quasi-judicial proceeding.

NOTA: Si usted no está en capacidad de comunicarse, o no se siente cómodo al expresarse en inglés, es de su responsabilidad traer un intérprete del idioma inglés cuando trate asuntos públicos o de negocios con la Ciudad de Doral durante el proceso de solicitudes de zonificación, incluyendo su comparecencia a una audiencia. Esta persona puede ser un amigo, familiar o alguien que le haga la traducción durante su comparecencia a la audiencia. Un menor de edad no puede ser intérprete. La Ciudad de Doral NO suministra servicio de traducción durante ningún procedimiento o durante el proceso de solicitudes de zonificación.

Connie Diaz, CMC
City Clerk
City of Doral
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