

Nov. 8, 2022

Katherine Tai  
Ambassador  
Office of the United States Trade Representative  
600 17<sup>th</sup> St. NW  
Washington, D.C. 20508

**Re: Expiration of Sec. 301 China Tariffs Exclusions on Certain Medical Care Products Needed to Address the COVID-19 Pandemic**

Dear Ambassador Tai:

On behalf of Vizient, Inc., and the healthcare provider members we serve, I am writing to urge you to again act to prevent tariff exclusions from expiring for medical products necessary to respond to COVID-19.

Vizient, Inc. provides solutions and services that improve the delivery of high-value care by aligning cost, quality, and market performance for more than 60% of the nation's acute care providers, including 97% of the nation's academic medical centers, and more than 20% of ambulatory providers. Vizient provides expertise, analytics, and advisory services, as well as a contract portfolio that represents more than \$130 billion in annual purchasing volume, to improve patient outcomes and lower costs.

Vizient appreciates the steps that have been taken so far to provide tariff exclusions for certain medical products necessary to respond to COVID-19. Those exclusions have prevented unnecessary cost increases and possible supply disruptions for healthcare products. As you know, the existing exclusions for 81 categories of medical products are scheduled to expire at the end of November. Vizient believes they should again be extended while the Office of the U.S. Trade Representative (USTR) undertakes its statutory four-year review of the effectiveness and impact of the Sec. 301 China Tariffs. As the USTR receives public comment and assesses the effectiveness and alternatives to existing tariff policies, Vizient urges the agency to similarly extend exclusions for medical products while the formal review is taking place.

Hospitals across the country continue to face significant challenges with increased costs. Allowing tariffs on medical products to take effect would present another financial challenge at a time when inflation and staffing costs are already stretching hospital resources to a breaking point. In addition, the need for many of these critical healthcare products is not expected to wane, as hospitals brace for another challenging winter with the possibility of further COVID-19 spread, influenza and Respiratory Syncytial Virus – all of which demand high use of personal protective equipment and other medical products currently subject to exclusions.

While we share a focus on the need to promote a resilient and redundant supply chain, including a strong domestic manufacturing base, we remain concerned about any possible increases in costs or potential supply disruptions to the healthcare marketplace.

Thank you for your consideration of this request. Please contact me at [shoshana.krilow@vizientinc.com](mailto:shoshana.krilow@vizientinc.com) or (202) 354-2607 if you have any questions or if there is any way I can be of assistance.

Sincerely,



Shoshana Krilow  
Senior Vice President, Public Policy & Government Relations