



October 23, 2018

**VIA ELECTRONIC MAIL**

FOIA Request  
Freedom of Information Act and Privacy Office  
Export-Import Bank of the United States  
811 Vermont Avenue NW  
Washington, DC 20571  
[foia@exim.gov](mailto:foia@exim.gov)

**Re: Freedom of Information Act Request**

Dear Freedom of Information Officer:

Pursuant to the Freedom of Information Act (FOIA), 5 U.S.C. § 552, and your agency's implementing regulations, American Oversight makes the following request for records.

President Trump since January 2018 has imposed a series of tariffs on various goods and countries. In late September 2018, Trump announced 10 percent tariffs on \$200 billion a year of Chinese goods, and Chinese officials quickly responded with tariffs on \$60 billion in American goods.<sup>1</sup> Press reporting suggests decisions regarding tariffs are being made in a haphazard fashion without following standard procedures of coordinating across government departments and agencies.<sup>2</sup> In addition, sectors and trade groups are being taken by surprise by the escalatory trade tactics.<sup>3</sup>

American Oversight seeks the following records in an effort to shed light on the effect of the administration's trade policies on American manufacturing and employment, and to determine the influence of industry lobbyists on administration policies.

**Requested Records**

American Oversight requests that your agency produce the following within twenty business days:

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<sup>1</sup> Keith Bradsher, *China Once Looked Tough on Trade. Now Its Options Are Dwindling*, N.Y. TIMES, Sept. 18, 2018, <https://www.nytimes.com/2018/09/18/business/china-trade-war-retaliate.html?action=click&module=Top%20Stories&pgtype=Homepage>.

<sup>2</sup> Bob Woodward, *Fear: Trump in the White House* 159-161 (1<sup>st</sup> ed. 2018).

<sup>3</sup> Khorri Atkinson, *What They're Saying: Local Industries React to Trump's Trade War*, AXIOS (July 8 2018), <https://www.axios.com/local-industries-react-trump-trade-war-fishing-seed-agriculture-daily-ad04a26d-448f-4bbd-92ec-2ae06ce3a713.html>.



All email communications (including emails, email attachments, calendar entries/invitations)—between the agency custodians specified below and any of the following entities, or individuals representing those entities, containing the search terms “tarif\*”, “tarrif\*”, “exempt\*”, or “exclu\*”:

- i. Alliance of Automobile Manufacturers, including anyone with an email address ending in @autoalliance.org
- ii. Alliance for American Manufacturing, including anyone with an email address ending in @americanmanufacturing.org
- iii. Aluminum Association, including anyone with an email address ending in @aluminum.org
- iv. American Apparel and Footwear Association, including anyone with an email address ending in @aafaglobal.org
- v. American Association of Exporters and Importers, including anyone with an email address ending in @aaei.org
- vi. American Bakers Association, including anyone with an email address ending in @americanbakers.org
- vii. American Chemistry Council, including anyone with an email address ending in @americanchemistry.com
- viii. American Farm Bureau Federation, including anyone with an email address ending in @fb.org
- ix. American Federation of Labor and Congress of Industrial Organizations, including anyone with an email address ending in @aflcio.org
- x. American Feed Industry Association, including anyone with an email address ending in @afia.org
- xi. American Forest & Paper Association, including anyone with an email address ending in @afandpa.org
- xii. American Gear Manufacturers Association, including anyone with an email address ending in @agma.org
- xiii. American International Automobile Dealers Association, including anyone with an email address ending in @aiada.org
- xiv. American Iron and Steel Institute, including anyone with an email address ending in @steel.org
- xv. American Petroleum Institute, including anyone with an email address ending in @api.org
- xvi. American Soybean Association, including anyone with an email address ending in @soygrowers.com
- xvii. American Sugar Alliance, including anyone with an email address ending in @sugaralliance.org
- xviii. American Trucking Association, including anyone with an email address ending in @trucking.org
- xix. Associated General Contractors of America, including anyone with an email address ending in @agc.org

- xx. Association of American Railroads, including anyone with an email address ending in @aar.org
- xxi. Association of Equipment Manufacturers, including anyone with an email address ending in @aem.org
- xxii. Association of Global Automakers, including anyone with an email address ending in @globalautomakers.org
- xxiii. Auto Care Association, including anyone with an email address ending in @autocare.org
- xxiv. Building and Construction Trades, including anyone with an email address ending in @nabtu.org
- xxv. Business Roundtable, including anyone with an email address ending in @businessroundtable.org
- xxvi. Can Manufacturers Institute, including anyone with an email address ending in @cancentral.com
- xxvii. Coalition for GSP, including anyone with an email address ending in @tradepartnership.com
- xxviii. Coalition of American Metal Manufacturers and Users, including anyone with an email address ending in @tariff saretaxes.org
- xxix. Computer & Communications Industry Association, including anyone with an email address ending in @ccianet.org
- xxx. Council for Responsible Nutrition, including anyone with an email address ending in @crnusa.org
- xxxi. Dairy Farmers of America, including anyone with an email address ending in @dfamilk.com
- xxxii. Distilled Spirits Council, including anyone with an email address ending in @distilledspirits.org
- xxxiii. Electronic Transactions Association, including anyone with an email address ending in @electran.org
- xxxiv. Energy Equipment and Infrastructure Alliance, including anyone with an email address ending in @eeia.org
- xxxv. Federation of American Hospitals, including anyone with an email address ending in @fah.org
- xxxvi. Footwear Distributors & Retailers of America, including anyone with an email address ending in @fdra.org
- xxxvii. Freedom Partners Chamber of Commerce, including anyone with an email address ending in @freedompartners.org
- xxxviii. Grocery Manufacturers Association, including anyone with an email address ending in @gmaonline.org
- xxxix. Global Cold Chain Alliance, including anyone with an email address ending in @gcca.org
- xl. Household & Commercial Products Association, including anyone with an email address ending in @thehcpa.org
- xli. Independent Lubricant Manufacturers Association, including anyone with an email address ending in @ilma.org

- xlii. International Wood Products Association, including anyone with an email address ending in @iwpawood.org
- xlili. Internet Association, including anyone with an email address ending in @internetassociation.org
- xliv. International Dairy Foods Association, including anyone with an email address ending in @idfa.org
- xlv. Motor and Equipment Manufacturers Association, including anyone with an email address ending in @mema.org
- xlvi. National Association of Chemical Distributors, including anyone with an email address ending in @nacd.com
- xlvii. National Association of Manufacturers, including anyone with an email address ending in @nam.org
- xlviii. National Beer Wholesalers Association, including anyone with an email address ending in @nbwa.org
- xliv. National Cattlemen's Beef Association, including anyone with an email address ending in @beefusa.org
  - 1. National Chicken Council, including anyone with an email address ending in @nationalchickencouncil.org
  - li. National Confectioners Association, including anyone with an email address ending in @candyusa.com
  - lii. National Corn Growers Association, including anyone with an email address ending in @ncga.com
  - liii. National Cotton Council, including anyone with an email address ending in @cotton.org
  - liv. National Federation of Independent Business, including anyone with an email address ending in @nfib.com
  - lv. National Foreign Trade Council, including anyone with an email address ending in @nftc.org
  - lvi. National Grocers Association, including anyone with an email address ending in @nationalgrocers.org
  - lvii. National Marine Manufacturers Association, including anyone with an email address ending in @nmma.org
  - lviii. National Milk Producers Federation, including anyone with an email address ending in @nmpf.org
  - lix. National Oilseed Processers Association, including anyone with an email address ending in @nopa.org
  - lx. National Pork Producers Council, including anyone with an email address ending in @nppc.org
  - lxi. National Retail Federation, including anyone with an email address ending in @nrf.com
  - lxii. National Sorghum Producers, including anyone with an email address ending in @sorghumgrowers.com
  - lxiii. Organization for International Investment, including anyone with an email address ending in @ofii.org

- lxiv. Personal Care Products Council, including anyone with an email address ending in @personalcarecouncil.org
- lxv. Pet Food Institute, including anyone with an email address ending in @petfoodinstitute.org
- lxvi. Plastics Industry Association, including anyone with an email address ending in @plasticsindustry.org
- lxvii. Retail Industry Leaders Association, including anyone with an email address ending in @rila.org
- lxviii. SEMI, including anyone with an email address ending in @semi.org
- lxix. Software & Information Industry Association, including anyone with an email address ending in @siiia.net
- lxx. The Hardwood Federation, including anyone with an email address ending in @hardwoodfederation.com
- lxxi. The Toy Association, including anyone with an email address ending in @toyassociation.org
- lxxii. Transportation Intermediaries Association, including anyone with an email address ending in @tiantet.org
- lxxiii. United Auto Workers, including anyone with an email address ending in @uaw.org
- lxxiv. U.S. Chamber of Commerce, including anyone with an email address ending in @uschamber.com
- lxxv. U.S. Council for International Business, including anyone with an email address ending in @uscib.org
- lxxvi. U.S. Fashion Industry Association, including anyone with an email address ending in @usfashionindustry.com
- lxxvii. U.S. Hide, Skin and Leather Association, including anyone with an email address ending in @ushsla.org
- lxxviii. Vinyl Institute, including anyone with an email address ending in @vinylinfo.org
- lxxix. WineAmerica, including anyone with an email address ending in @wineamerica.org
- lxxx. Wine & Spirits Wholesalers of America, including anyone with an email address ending in @wswa.org

Specified Agency Custodians:

Any political appointees\* in the Office of the Chairman, including:

- i. President and Chairman, and anyone acting on his behalf
- ii. Deputy Director of Intergovernmental Affairs
- iii. Senior Vice President for Congressional Affairs

\*“Political appointee” should be understood as any person who is a Presidential Appointee with Senate Confirmation (PAS), a Presidential Appointee (PA), a non-career SES, any Schedule C employees, or any persons hired under Temporary Non-Career SES Appointments, Limited Term SES Appointments, or Temporary Transitional Schedule C Appointments.

Please provide all records from January 20, 2017, through the date the search is conducted.

In addition to the records requested above, American Oversight also requests records describing the processing of this request, including records sufficient to identify search terms used and locations and custodians searched and any tracking sheets used to track the processing of this request. If your agency uses FOIA questionnaires or certifications completed by individual custodians or components to determine whether they possess responsive materials or to describe how they conducted searches, we also request any such records prepared in connection with the processing of this request.

American Oversight seeks all responsive records regardless of format, medium, or physical characteristics. In conducting your search, please understand the terms “record,” “document,” and “information” in their broadest sense, to include any written, typed, recorded, graphic, printed, or audio material of any kind. We seek records of any kind, including electronic records, audiotapes, videotapes, and photographs, as well as letters, emails, facsimiles, telephone messages, voice mail messages and transcripts, notes, or minutes of any meetings, telephone conversations or discussions. Our request includes any attachments to these records. **No category of material should be omitted from search, collection, and production.**

Please search all records regarding agency business. **You may not exclude searches of files or emails in the personal custody of your officials, such as personal email accounts. Records of official business conducted using unofficial systems or stored outside of official files is subject to the Federal Records Act and FOIA.<sup>4</sup> It is not adequate to rely on policies and procedures that require officials to move such information to official systems within a certain period of time; American Oversight has a right to records contained in those files even if material has not yet been moved to official systems or if officials have, through negligence or willfulness, failed to meet their obligations.<sup>5</sup>**

In addition, please note that in conducting a “reasonable search” as required by law, you must employ the most up-to-date technologies and tools available, in addition to searches by individual custodians likely to have responsive information. Recent technology may have rendered your agency’s prior FOIA practices unreasonable. **In light of the government-wide requirements to**

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<sup>4</sup> See *Competitive Enter. Inst. v. Office of Sci. & Tech. Policy*, 827 F.3d 145, 149–50 (D.C. Cir. 2016); cf. *Judicial Watch, Inc. v. Kerry*, 844 F.3d 952, 955–56 (D.C. Cir. 2016).

<sup>5</sup> See *Competitive Enter. Inst. v. Office of Sci. & Tech. Policy*, No. 14-cv-765, slip op. at 8 (D.D.C. Dec. 12, 2016) (“The Government argues that because the agency had a policy requiring [the official] to forward all of his emails from his [personal] account to his business email, the [personal] account only contains duplicate agency records at best. Therefore, the Government claims that any hypothetical deletion of the [personal account] emails would still leave a copy of those records intact in [the official’s] work email. However, policies are rarely followed to perfection by anyone. At this stage of the case, the Court cannot assume that each and every work-related email in the [personal] account was duplicated in [the official’s] work email account.” (citations omitted)).

manage information electronically by the end of 2016, it is no longer reasonable to rely exclusively on custodian-driven searches.<sup>6</sup> Furthermore, agencies that have adopted the National Archives and Records Administration (NARA) Capstone program, or similar policies, now maintain emails in a form that is reasonably likely to be more complete than individual custodians' files. For example, a custodian may have deleted a responsive email from his or her email program, but your agency's archiving tools would capture that email under Capstone. Accordingly, American Oversight insists that your agency use the most up-to-date technologies to search for responsive information and take steps to ensure that the most complete repositories of information are searched. American Oversight is available to work with you to craft appropriate search terms. **However, custodian searches are still required; agencies may not have direct access to files stored in .PST files, outside of network drives, in paper format, or in personal email accounts.**

Under the FOIA Improvement Act of 2016, agencies must adopt a presumption of disclosure, withholding information “only if . . . disclosure would harm an interest protected by an exemption” or “disclosure is prohibited by law.”<sup>7</sup> If it is your position that any portion of the requested records is exempt from disclosure, American Oversight requests that you provide an index of those documents as required under *Vaughn v. Rosen*, 484 F.2d 820 (D.C. Cir. 1973), *cert. denied*, 415 U.S. 977 (1974). As you are aware, a *Vaughn* index must describe each document claimed as exempt with sufficient specificity “to permit a reasoned judgment as to whether the material is actually exempt under FOIA.”<sup>8</sup> Moreover, the *Vaughn* index “must describe *each* document or portion thereof withheld, and for *each* withholding it must discuss the consequences of disclosing the sought-after information.”<sup>9</sup> Further, “the withholding agency must supply ‘a relatively detailed justification, specifically identifying the reasons why a particular exemption is relevant and correlating those claims with the particular part of a withheld document to which they apply.’”<sup>10</sup>

In the event some portions of the requested records are properly exempt from disclosure, please disclose any reasonably segregable non-exempt portions of the requested records. If it is your position that a document contains non-exempt segments, but that those non-exempt segments are so dispersed throughout the document as to make segregation impossible, please state what portion of the document is non-exempt, and how the material is dispersed throughout the document.<sup>11</sup> Claims of nonsegregability must be made with the same degree of detail as required

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<sup>6</sup> Presidential Memorandum—Managing Government Records, 76 Fed. Reg. 75,423 (Nov. 28, 2011), <https://obamawhitehouse.archives.gov/the-press-office/2011/11/28/presidential-memorandum-managing-government-records>; Office of Mgmt. & Budget, Exec. Office of the President, Memorandum for the Heads of Executive Departments & Independent Agencies, “Managing Government Records Directive,” M-12-18 (Aug. 24, 2012), <https://www.archives.gov/files/records-mgmt/m-12-18.pdf>.

<sup>7</sup> FOIA Improvement Act of 2016 § 2 (Pub. L. No. 114-185).

<sup>8</sup> *Founding Church of Scientology v. Bell*, 603 F.2d 945, 949 (D.C. Cir. 1979).

<sup>9</sup> *King v. U.S. Dep’t of Justice*, 830 F.2d 210, 223-24 (D.C. Cir. 1987) (emphasis in original).

<sup>10</sup> *Id.* at 224 (citing *Mead Data Central, Inc. v. U.S. Dep’t of the Air Force*, 566 F.2d 242, 251 (D.C. Cir. 1977)).

<sup>11</sup> *Mead Data Central*, 566 F.2d at 261.

for claims of exemptions in a *Vaughn* index. If a request is denied in whole, please state specifically that it is not reasonable to segregate portions of the record for release.

**You should institute a preservation hold on information responsive to this request.** American Oversight intends to pursue all legal avenues to enforce its right of access under FOIA, including litigation if necessary. Accordingly, you are on notice that litigation is reasonably foreseeable.

To ensure that this request is properly construed, that searches are conducted in an adequate but efficient manner, and that extraneous costs are not incurred, American Oversight welcomes an opportunity to discuss its request with you before you undertake your search or incur search or duplication costs. By working together at the outset, American Oversight hopes to decrease the likelihood of costly and time-consuming litigation in the future.

Where possible, please provide responsive material in electronic format by email or in PDF or TIF format on a USB drive. Please send any responsive material being sent by mail to American Oversight, 1030 15th Street NW, Suite B255, Washington, DC 20005. If it will accelerate release of responsive records to American Oversight, please also provide responsive material on a rolling basis.

### **Fee Waiver Request**

In accordance with 5 U.S.C. § 552(a)(4)(A)(iii) and your agency's implementing regulations, American Oversight requests a waiver of fees associated with processing this request for records. The subject of this request concerns the operations of the federal government, and the disclosures will likely contribute to public understanding of those operations. Moreover, the request is primarily and fundamentally for non-commercial purposes.

American Oversight requests a waiver of fees because disclosure of the requested information is in the public interest because it is likely to contribute significantly to public understanding of activities of the government. The disclosure of the information sought under this request will document and reveal the operations of the federal government, including how the high-ranking officials who carry out U.S. trade policy are influenced by private companies and their lobbyists, as other public records have shown has occurred in some circumstances.<sup>12</sup> The disclosure of the records requested here will also shed light on the federal government's approach to trade policy in an environment where U.S. firms are facing retaliatory tariffs that may cause American job losses.<sup>13</sup> Due to this

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<sup>12</sup> Cara Lombardo, *Singled Out by Trump, Harley Davidson Opposed Higher Tariffs*, THE SEATTLE TIMES (Mar. 1, 2017, 4:15 PM), <https://www.seattletimes.com/business/harley-davidson-may-differ-with-trump-on-trade-solution/>.

<sup>13</sup> See, e.g., Bob Ryan, *Trump's Trade War Is Already Leading to Layoffs and Pain for American Businesses*, BUSINESS INSIDER (Aug. 9, 2018, 11:42 AM), <https://www.businessinsider.com/trump-tariffs-trade-war-layoffs-business-losses-2018-8>; Stuart Anderson, *Tariffs Are Costing Jobs: A Look At How Many*, FORBES (Sep. 24, 2018, 12:04 AM), <https://www.forbes.com/sites/stuartanderson/2018/09/24/tariffs-are-costing-jobs-a-look-at-how-many/-23416c7b26ef>; Alan Rappeport, *Harley-*



administration's aggressive trade policy actions, these topics have received extensive media coverage and public interest.<sup>14</sup> And, as described below, American Oversight has the intention and ability to disseminate the records it received to a broad audience.

This request is primarily and fundamentally not for commercial purposes, but rather the primary interest is in public disclosure of responsive records. As a 501(c)(3) nonprofit, American Oversight does not have a commercial purpose and the release of the information requested is not in American Oversight's financial interest. American Oversight's mission is to promote transparency in government, to educate the public about government activities, and to ensure the accountability of government officials. American Oversight uses the information gathered, and its analysis of it, to educate the public through reports, press releases, or other media. American Oversight also makes materials it gathers available on its public website and promotes their availability on social media platforms, such as Facebook and Twitter.<sup>15</sup> American Oversight has demonstrated its commitment to the public disclosure of documents and creation of editorial content. For example, after receiving records regarding an ethics waiver received by a senior DOJ attorney,<sup>16</sup> American Oversight promptly posted the records to its website and published an analysis of what the records reflected about DOJ's process for ethics waivers.<sup>17</sup> As another example, American Oversight has a project called "Audit the Wall," where the organization is gathering and analyzing information and

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*Davidson, Blaming E.U. Tariffs, Will Move Some Production Out of U.S.*, N.Y. TIMES, June 25, 2018, <https://www.nytimes.com/2018/06/25/business/harley-davidson-us-eu-tariffs.html>; Rajesh Kumar Singh, *Harley Warns of Hit from EU Reprisal Against Trump's Tariffs*, REUTERS (June 1, 2018, 1:33 PM), <https://www.reuters.com/article/us-harley-davidson-tariffs/harley-warns-of-hit-from-eu-reprisal-against-trumps-tariffs-idUSKCN1IX5JF>.

<sup>14</sup> See, e.g., Kenneth Rapoza, *Here Are Some American Losers In Trump's China Trade War*, FORBES (July 13, 2018, 8:33 AM), <https://www.forbes.com/sites/kenrapoza/2018/07/13/here-are-some-american-losers-in-trumps-china-trade-war/#4290d401f528>; Ana Swanson, *Trump's Trade War With China Pierces the Heart of Michigan*, N.Y. TIMES, July 12, 2018, <https://www.nytimes.com/2018/07/12/us/politics/trade-war-china-michigan.html>; Nicole Gookind, *Trump Trade War Already Costing American Jobs as Harley-Davidson Announces Move Overseas*, NEWSWEEK (June 25, 2018, 12:08 PM), <http://www.newsweek.com/tariffs-trump-motorcycles-harley-davidson-europe-china-994366>.

<sup>15</sup> American Oversight currently has approximately 11,900 page likes on Facebook and 45,300 followers on Twitter. American Oversight, FACEBOOK, <https://www.facebook.com/weareoversight/> (last visited Oct. 19, 2018); American Oversight (@weareoversight), TWITTER, <https://twitter.com/weareoversight> (last visited Oct. 19, 2018).

<sup>16</sup> *DOJ Civil Division Response Noel Francisco Compliance*, AMERICAN OVERSIGHT, <https://www.americanoversight.org/document/doj-civil-division-response-noel-francisco-compliance>.

<sup>17</sup> *Francisco & the Travel Ban: What We Learned from the DOJ Documents*, AMERICAN OVERSIGHT, <https://www.americanoversight.org/francisco-the-travel-ban-what-we-learned-from-the-doj-documents>.

commenting on public releases of information related to the administration's proposed construction of a barrier along the U.S.-Mexico border.<sup>18</sup>

Accordingly, American Oversight qualifies for a fee waiver.

### Conclusion

We share a common mission to promote transparency in government. American Oversight looks forward to working with your agency on this request. If you do not understand any part of this request, have any questions, or foresee any problems in fully releasing the requested records, please contact Dan McGrath at [foia@americanoversight.org](mailto:foia@americanoversight.org) or (202) 897-4213. Also, if American Oversight's request for a fee waiver is not granted in full, please contact us immediately upon making such a determination.

Sincerely,



Austin R. Evers  
Executive Director  
American Oversight

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<sup>18</sup> *Audit the Wall*, AMERICAN OVERSIGHT, <https://www.americanoversight.org/investigation/audit-the-wall>.