



THIS WEEK IN GEAR: WHAT YOU MISSED (OCT. 16, 2015)

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Featuring: Tom Barney & Potential Trade Deal

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NEW TRADE DEAL POSSIBLE BOON FOR OUTDOOR GEAR COMPANIES

Colorado Public Radio reports on the potential impact of a new, 12-nation trade deal struck earlier this month—the specific details of which are still under wraps. In the meantime, though, CPR spoke with the Boulder-based **Outdoor Industry Association** and executives at Colorado-based companies like **Voormi** and **Osprey** to gauge the likely impact of the trade deal.

This could include breaks in duty fees for packs and other products manufactured in Asia and sold in the US—a possibility that would pave the way for lower prices on otherwise high-premium goods in the outdoor world.

Osprey Takes Flight

Osprey Packs, which has called Cortez, Colorado home since 1987, moved its manufacturing to southeast Asia in 2003. CEO Tom Barney said the move allowed them to grow into an industry leader that still has a large presence in southwest Colorado.

He's hopeful the TPP will reduce the 17 percent duty his company pays on every pack it imports from its contracted factories in Vietnam.

"For every \$10 of factory cost there's an additional \$1.70 added on that's paid to the government," Barney said. "I can tell you that that is many, many millions of dollars over the years."

The OIA **says** duties on outdoor products average 14 percent or higher, with some reaching 40 percent.

Barney couldn't say where exactly such savings would go just yet, but said they could trickle down to retailers and consumers.