CHAMBERLAIN GROUP

300 Windsor Dr. Oak Brook, IL 60523 chamberlaingroup.com

March 16, 2022

The Honorable Katherine Tai Office of the United States Trade Representative 600 17th Street NW Washington, DC 20508

Dear Ambassador Tai:

As the Chief Executive Officer of the Chamberlain Group LLC (Chamberlain), I am reaching out to ask for your assistance in a serious matter threatening my company's ability to operate and serve our customers. If this matter is not addressed before an April 10 deadline, home builders and consumers would be facing a new and preventable supply chain shortage and, in turn, higher costs.

As background: We are based in Illinois, and we are the primary supplier of high-quality garage door and security gate openers in the U.S. We currently produce more than 70% of garage door openers sold across America and more than 85% of the integrated Wi-Fi smart garage door openers, which are highly demanded and represent the majority of our production. We not only supply more than 3.5 million residences with our products, but we also supply our door openers for critical public infrastructure, like hospitals, fire stations, police stations, military installations, and governmental institutions.

On February 9, 2022, the International Trade Commission (ITC) issued a limited exclusion order (LEO) and a cease and desist order (CDO) against Chamberlain after our competitor accused us of patent infringement. These orders are set to go into effect after April 10, 2022, and will result in our products being excluded from the U.S. market just before the height of building and home renovation season this Spring.

Our products are critical for the homebuilding industry, and a major supply chain crisis is the last thing Americans need when they continue to face empty shelves, supply chain backups, and inflation-related price hikes. Given our success in the marketplace, it would take our competitors many months to meet market demand, and for some products, like smart garage door openers, they can only satisfy a fraction of the current market demand. This will leave American consumers with little to no options and prices can be expected to skyrocket. This lack of available supply will not only result in an inconvenience to our customers but also poses a safety concern based on the inability to automatically open and close doors as well as remotely monitor and manage a door's status.

On behalf of our millions of customers, including home builders, installers, and consumers who will be severely impacted by this order, I respectfully request that the

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Biden administration intervene by issuing a letter of disapproval that indicates that you would support and be willing to sign modified LEO and CDO orders from the ITC, which would delay their April 10 implementation date by 10 months. Having this additional time is crucial – as it would ensure that U.S. Customs has the time it needs to approve our redesigned products and work through necessary legal processes, and would ensure Chamberlain will not have to leave the millions of U.S. homes and businesses we supply in the lurch.

Many of our biggest customers are homebuilders and small businesses, so pulling our products off the market would have ripple effects throughout the economy and across U.S. communities. For 40 years, we have provided the industry's most reliable and highest quality door openers. Our track record has yielded an extremely loyal customer base noted by the fact that 63% of our customers choose to purchase 95% or higher of their garage door openers from the Chamberlain Group. Just consider some of the statements our customers submitted in their formal comments to the ITC during the public comment period last Fall:

- Kenneth Heid, CEO and President of A-Tech Suburban Inc. in Pennsylvania, said in his formal public comments submitted to the ITC that the "potential disruption of supply of products produced by the Chamberlain Group would cause significant negative impact to our business, our customers and our employees. We are in the middle of expansion plans, and Chamberlain is integral to that growth."
- In his statement to the ITC, small business owner Doug Bencsko of Precision Door Tri-State – which operates in New York, New Jersey and Connecticut – said his company and the communities he serves "would be severely harmed by this disruption" because "Chamberlain has been our exclusive provider of the garage door and gate operator products that we sell to our customers over the last 15-20 years."
- And finally, in his formal public comment period statement, Victor Weldon of Clopay Corporation in Ohio, said these orders would "have a significant impact on our hard-working employees, as orders and sales would suffer from a gap in supply." He continued to underscore our competitors' inability to fill in supply gaps by saying: "An artificial gap or delay in available product because of a legal ruling would set our business back considerably" and, "There is no other supplier of garage door operators that could meet our demand or needs."

These are just a few examples of the negative impacts our customers highlighted could happen for communities, employees, and ongoing projects across the U.S.

We sincerely hope you're able to act on behalf of an American business by issuing this letter of disapproval to indicate to the ITC that you would support a modification to these orders. Doing so would give Chamberlain the additional time we need to comply and

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would help prevent an avoidable supply chain crisis at a time when Americans and the homebuilding sector can ill afford it.

Thank you for your attention to this important matter.

that

Jeff Meredith CEO of The Chamberlain Group LLC