



**STATE OF NEW HAMPSHIRE**  
**OFFICE OF THE GOVERNOR**

CHRISTOPHER T. SUNUNU  
Governor

November 3, 2017

The Honorable Sonny Perdue  
Secretary of Agriculture  
1400 Independence Avenue, S.W.  
Washington, D.C. 20250

The Honorable Ryan Zinke  
Secretary of the Interior  
1849 C Street, N.W.  
Washington, D.C. 20240

Dear Secretary Perdue and Secretary Zinke,

I am writing to ask for your assistance with a permitting issue that the Gibson Bagpipes LLC of Nashua, New Hampshire, has been struggling with for months.

Gibson has been in operation since 1978. Originally located in Willoughby, Ohio, the company moved to Nashua, New Hampshire in 2014. Gibson exports its bagpipes to Scotland, Canada, New Zealand, throughout Europe, and Japan.

In January of 2017, the Parties of the Convention on International Trade in Endangered species of Wild Fauna and Flora (CITES) added the wood product that Gibson utilizes in its manufacturing of their product to its list for items that need a permit under the CITES agreement.

During that same January timeframe, Gibson applied for their needed permit from the Department of Agriculture (Permit # P355-17-00010), they also submitted an application to the Department of the Interior, U.S. Fish and Wildlife Service, and the original application was "lost". Gibson successfully reapplied in July of 2017 and when they checked on their application (#47198C) this past September they were told that it was in the queue for review and there was no way to expedite the review process.

Since January of 2017, Gibson Bagpipes has been restricted to selling its wood products only within the United States. Their competitors from Great Britain have not had the same difficulties with the CITES permitting process as Gibson Bagpipes LLC has. This advantage allows overseas companies to ship to the United States and worldwide allowing them an unfair advantage in this niche market.

The holiday season is usually a very busy time for Gibson Bagpipes LLC, holiday sales from mid-October to mid-December make up 20 percent of their annual sales, with many of those sales coming from Canada. A delay in receiving the CITES permit will dramatically reduce sales for Gibson in the next two months.

In this age of trying to find ways to help businesses grow and cutting back on excess governmental regulation, I hope you will find a way to help Gibson Bagpipes LLC. I look forward to hearing from you on this issue.

Sincerely,



Christopher T. Sununu  
Governor