

U.S. Food and Agriculture Dialogue for Trade

June 30, 2017

Dear Senator:

The undersigned organizations, working collectively through the U.S. Food and Agriculture Dialogue for Trade that represents the diverse food and agricultural sector, urge prompt confirmation of Gregg Doud as Chief Agricultural Negotiator, with the rank of Ambassador, in the Office of the U.S. Trade Representative (USTR).

Thanks in large part to implementation of new trade agreements and the industry's efficient and innovative nature, U.S. food and agricultural exports have produced a trade surplus for nearly fifty years. Consistent growth over this period has resulted in over \$152 billion worth of exports, creating over \$193 billion in additional U.S. economic activity in 2016. These growing exports have increasingly become a vital share and important source of value to U.S. agricultural production, supporting more than 15 million jobs from coast-to-coast.

Trade agreements, such as the North American Free Trade Agreement (NAFTA), have in large part been a success for U.S. farmers, ranchers and food processors. As the Administration and Congress work together to identify constructive opportunities to strengthen U.S. competitiveness in the global market, such as modernizing NAFTA, it will remain critical to preserve what has worked well by building forward from the base of existing market access and tariff provisions. Therefore, it is imperative that we have a Chief Agriculture Negotiator in place immediately to ensure these efforts build off the success from the gains that have been achieved under agreements like NAFTA.

With the productivity of U.S. agriculture growing faster than domestic demand, the U.S. food and agriculture industry—and the rural communities that depend on it—relies heavily on export markets to sustain prices and revenues. Mr. Doud has a long history of working in U.S. agriculture, giving him the breadth of experience needed to effectively lead trade negotiations on behalf of the U.S. food and agriculture industry.

To ensure U.S. trade policy works in the best interests of U.S. food and agriculture producers, we believe it is of utmost importance to confirm Mr. Doud as our next Chief Agriculture Negotiator as soon as possible. We look forward to working with Mr. Doud on efforts to develop and implement a U.S. trade policy that continues to promote America's food and agriculture producers and exporters.

Thank you for your consideration.

Sincerely,

Agribusiness Council of Indiana

Almond Alliance of California

American Beverage Association

American Cotton Shippers Association

American Farm Bureau Federation

American Feed Industry Association

American Peanut Council
American Peanut Product Manufacturers, Inc.
American Potato Trade Alliance
American Seed Trade Association
American Soybean Association
Animal Health Institute
Archer Daniels Midland Company
Blue Diamond Growers
Bunge North America
California Cherry Export Association
California Fresh Fruit Association
California Pear Growers
Cargill, Incorporated
CHS Inc.
CoBank ACB
Corn Refiners Association
CropLife America
Dairy Business Milk Marketing Cooperative (DBMMC)
Distilled Spirits Council of the United States
Dow Agro Sciences
Elanco Animal Health
Grocery Manufacturers Association
Hardwood Federation
Illinois Corn Growers Association
International Dairy Foods Association
Iowa Corn Growers Association
Louis Dreyfus Company NA LLC
Mead Johnson Nutrition
Meat Import Council of America
Midwest Food Products Association

Milk Specialties Global
Minnesota Grain and Feed Association
Monsanto Company
National Association of Egg Farmers
National Association of State Departments of Agriculture (NASDA)
National Association of Wheat Growers
National Barley Growers Association
National Cattlemen's Beef Association
National Confectioners Association
National Corn Growers Association
National Cotton Council
National Council of Farmer Cooperatives
National Grain and Feed Association
National Milk Producers Federation
National Oilseed Processors Association
National Pork Producers Council
National Potato Council
National Renderers Association
National Sunflower Association
National Turkey Federation
Nebraska Corn Growers Association
North American Export Grain Association
North American Meat Institute
North American Millers' Association
Northwest Horticultural Council
Ocean Spray Cranberries, Inc.
Ohio AgriBusiness Association
Ohio Corn & Wheat Growers Association
Pet Food Institute
Philip Morris International

Produce Marketing Association

SNAC International

Sweetener Users Association

Tate & Lyle Americas

United Dairymen of Arizona

United Fresh Produce Association

USA Dry Pea & Lentil Council

USA Rice

U.S. Apple Association

U.S. Canola Association

U.S. Dairy Export Council

U.S. Dry Bean Council

U.S. Hide, Skin and Leather Association

U.S. Meat Export Federation

U.S. Wheat Associates

Virginia Grain Producers Association

William James and Associates, LLC

WineAmerica

Wine Institute

Wisconsin Agri-Business Association

World Perspectives, Inc.