

## 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,

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  
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 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

WineAmerica

Wine Institute

Wisconsin Agri-Business Association

World Perspectives, Inc.