

# U.S. Food and Agriculture Dialogue for Trade

January 23, 2017

United States President Donald J. Trump  
The White House  
1600 Pennsylvania Avenue NW  
Washington, DC 20500

Dear President Trump:

We are writing to express our eagerness to work with your administration to keep American industry competitive, add jobs, and grow the U.S. economy. We are focused on improving the U.S. position in the North American market and look forward to working with the Trump Administration on ways to modernize the North American Free Trade Agreement (NAFTA) in ways that preserve and expand upon the gains achieved.

The undersigned organizations, organized as part of the U.S. Food and Agriculture Dialogue for Trade, represent the diverse food and agricultural industry that spans the entire United States, supporting over 15 million jobs. Our industry is the heart of rural America, providing employment all along the value chain to ensure that U.S. and global consumers have access to high-quality, safe, and affordable food.

U.S. food and agricultural exports have produced a trade surplus for nearly fifty years. Consistent growth over this period resulted in over \$130 billion worth of exports, which created \$423 billion in U.S. economic activity in 2015. These growing exports have increasingly become a vital share and important source of value to U.S. production. Over the past 25 years the share of U.S. production that is exported around the globe has steadily risen in terms of both value and volume, proving that food and agricultural exports are a successful and valuable part of the U.S. economy.

A key part of this success, as it is related to agricultural trade and commerce, comes from collaboration with our closest neighbors. Together Canada, Mexico and the United States make up one of the most competitive and successful economic regions in the world. The success of this trading relationship has come largely from economic cooperation, integration, and policy alignment.

In the 20 years since NAFTA was implemented, the U.S. food and agriculture industry has become increasingly efficient and innovative—growing to support millions of jobs. The market integration provided by NAFTA has increased competitiveness in the face of a rapidly changing global economy. Although some important gaps in U.S. export access still remain, increased market access under NAFTA has been a windfall for U.S. farmers, ranchers and food processors. U.S. food and agriculture exports to both countries have more than quadrupled, growing from \$8.9 billion in 1993 to \$38.6 billion in 2015.

With a few key sector exceptions that still require attention, North America intraregional food and agricultural trade is now free of tariff and quota restrictions, helping U.S. farmers, ranchers and food processors expand exports. Because of these market access gains the food and agricultural sectors of the North American region have become far more integrated, as is evidenced by rising trade in agricultural products and substantial levels of cross-border investment in the agriculture and food sectors. However, barriers still exist for U.S. exporters and we look forward to working with your Administration on reducing the non-tariff trade barriers that continue to inhibit our exports to the North American marketplace, as well as to addressing the remaining tariffs impeding access for some U.S. export sectors.

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. Therefore, the U.S. food and agriculture industry looks forward to working with the new Administration in preserving and expanding upon the gains our sector has achieved within the North American market and strengthening our competitiveness around the globe.

Sincerely,

Adisseo USA Inc.

Agribusiness Council of Indiana

Agri Port Services

American Farm Bureau Federation

American Feed Industry Association

American Peanut Council

American Peanut Product Manufacturers,  
Inc.

American Pulse Association

American Seed Trade Association

American Soybean Association

Archer Daniels Midland Company

Atalanta Corporation

Aurora Cooperative

Beachner Grain, Inc.

Belstra Milling Co

Bentoli, Inc.

Bill Barr & Company, Inc.

Blue Water Shipping Company

Brewers Association

Bunge

California Cherry Export Association

California Fresh Fruit Association

California Grain and Feed Association

Campbell Soup Company

Cargill, Incorporated

Central Missouri AGRIService, LLC

CHS Inc.

Coast Packing Company

Cooperative Producers, Inc.

Corn Refiners Association

Deere & Co

The DeLong Co., Inc.

Demeter Lp

Distilled Spirits Council of the United States  
Elanco Animal Health  
Esmilco, Inc  
The F.L. Emmert Company  
Fresh Produce Association of the Americas  
Grain and Feed Association of Illinois  
Greater Omaha Packing  
GROWMARK, Inc.  
Hilmar Cheese  
Hop Growers of America  
Illinois Farm Bureau  
Ingredion Incorporated  
International Dairy Foods Association  
International Ingredient Corporation  
JBS USA  
J.D. Heiskell and Company  
Kessler Foods  
Land O'Lakes, Inc.  
Landus Cooperative  
Louis Dreyfus Company, North America  
Maplehurst Farms, Inc.  
McDonald Pelz Global Commodities LLC  
Mead Johnson Nutrition  
Michigan Agri-Business Association  
Michigan Bean Shippers  
Midwest Food Products Association  
Milk Specialties Global  
Minnesota Grain and Feed Association  
Musco Family Olive Co.  
Nagel Farm Service

National Association of Egg Farmers  
National Association of State Departments  
of Agriculture  
National Association of Wheat Growers  
National Barley Growers Association  
National Beef Packing Co. LLC  
National Confectioners Association  
National Corn Growers Association  
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 Sorghum Producers  
National Sunflower Association  
National Turkey Federation  
Nebraska Grain and Feed Association  
Nidera North America, LLC  
North American Export Grain Association  
North American Meat Institute  
North American Millers' Association  
North Dakota Grain Dealers Association  
Northeast Agribusiness and Feed Alliance  
Northwest Horticultural Council  
Nutriad, Inc.  
Ohio AgriBusiness Association  
Oklahoma Grain and Feed Association  
Oligo Basics USA LLC

|                                         |                                         |
|-----------------------------------------|-----------------------------------------|
| Pancosma, North America Inc.            | U.S. Hide, Skin and Leather Association |
| Perry's Ice Cream                       | U.S. Meat Export Federation             |
| Pet Food Institute                      | U.S. Soybean Export Council             |
| Premier Business Group                  | U.S. Wheat Associates                   |
| Primos & Cousins USA                    | Western Growers                         |
| Pro Cooperative                         | Westway Feed Products                   |
| Rocky Mountain Agribusiness Association | Wheeler Brothers Grain Company, LLC     |
| Schreiber Foods, Inc.                   | William James and Associates, LLC       |
| The Scoular Company                     | WineAmerica                             |
| Smithfield Foods                        | Wine Institute                          |
| SNAC International                      | Wisconsin Agri-Business Association     |
| South Dakota Grain and Feed Association | Zoetis                                  |
| Superior Farms                          |                                         |
| Sweetener Users Association             |                                         |
| Sweet Manufacturing Company             |                                         |
| Tate & Lyle Americas                    |                                         |
| Texas Grain and Feed Association        |                                         |
| TransAgra International Inc.            |                                         |
| TRC Trading Corporation                 |                                         |
| Tyson Foods, Inc.                       |                                         |
| United Dairymen of Arizona              |                                         |
| United Fresh Produce Association        |                                         |
| USA Poultry and Egg Export Council      |                                         |
| USA Rice                                |                                         |
| U.S. Apple Association                  |                                         |
| U.S. Canola Association                 |                                         |
| U.S. Dairy Export Council               |                                         |
| U.S. Dry Bean Council                   |                                         |
| U.S. Grains Council                     |                                         |