

June 26, 2018

The President  
The White House  
1600 Pennsylvania Avenue NW  
Washington, DC 20500

Dear Mr. President,

The undersigned companies and organizations representing America's dairy farmers and cheese-makers appreciate your leadership and willingness to fight on behalf of American agriculture for equitable trade abroad. Your insistence that Canada, for example, open its closed market to U.S. dairy and halt market-distorting pricing schemes is both commendable and refreshing.

Unlike Canada, Mexico has long been a model for open dairy trade with the United States. Through investment and cooperation with Mexico, we have succeeded in becoming the country's biggest foreign dairy supplier, with cheese purchases last year alone totaling nearly \$400 million. Today, Mexico accounts for approximately one-quarter of foreign demand for Made-in-America dairy products and is our most reliable trading partner.

Unfortunately, our share of the Mexican market is in grave jeopardy. Mexico included U.S. cheeses on its list of products now subject to tariffs in retaliation for U.S. actions on steel and aluminum imports. These tariffs – which will reach as high as 25% – will diminish foreign demand for high-quality U.S. dairy products that are produced across the country and support nearly 3 million American jobs.

Worse yet, our competitors in the European Union will use this opportunity in the wake of their recently concluded Free Trade Agreement with Mexico to gain market share. Allowing Mexico's cheese tariffs to remain in place will greatly assist the EU in a market where the U.S. has long been the leading supplier.

We ask that your Administration focus U.S. efforts on working collaboratively with Mexico to find a mutually agreeable way forward, and we believe placing tariffs on hold in the interim would prevent the loss of hard-earned market share to the EU. We ask that you again suspend Section 232 steel and aluminum tariffs on Mexican products until the NAFTA renegotiation is completed, particularly in light of Mexico's willingness to constructively engage with U.S. negotiators.

Our industry recognizes that the U.S. must be resolute in ensuring our trading partners uphold their end of the bargain with us. We trust that your Administration's skilled staff can find a way to resolve this issue, given Mexico's strong commitment to working with the U.S. to further improve U.S.-Mexican trade. Not all countries have shown this same willingness.

Sincerely,

Agri-Mark Inc., Andover, Massachusetts  
American Dairy Products Institute (ADPI), Elmhurst, Illinois  
Associated Milk Producers Inc. (AMPI), New Ulm, Minnesota  
Baker Cheese Factory, Inc., St. Cloud, Wisconsin  
BelGioioso Cheese, Inc., Green Bay, Wisconsin  
Bluegrass Dairy and Food, Inc., Glasgow, Kentucky  
Bongards Creameries, Bongards, Minnesota  
California Dairies, Inc., Visalia, California

Cayuga Milk Ingredients, Auburn, New York  
Commercial Creamery Co., Spokane, Washington  
DairyAmerica Inc., Fresno, California  
Dairy Farmers of America, Inc., Kansas City, Kansas  
Ellsworth Cooperative Creamery, Ellsworth, Wisconsin  
FarmFirst Dairy Cooperative, Madison, Wisconsin  
First District Association, Litchfield, Minnesota  
Foremost Farms USA Cooperative, Baraboo, Wisconsin  
Georgia Milk Producers, Inc., Watkinsville, Georgia  
Glanbia Nutritionals, Chicago, Illinois  
Great Lakes Cheese Co, Inc., Hiram, Ohio  
Hilmar Cheese, Inc., Hilmar, California  
Hoogwegt U.S., Inc., Lake Forest, Illinois  
Idaho Dairymen's Association, Twin Falls, Idaho  
Idaho Milk Products, Jerome, Idaho  
Illinois Milk Producers' Association, Bloomington, Illinois  
Indiana Dairy Producers, Francesville, Indiana  
International Ingredient Corporation, Fenton, Missouri  
Iowa State Dairy Association, Ankeny, Iowa  
Klondike Cheese Co., Monroe, Wisconsin  
Lactalis American Group, Buffalo, New York  
Land O'Lakes Inc., Arden Hills, Minnesota  
Leprino Foods, Denver, Colorado  
Maryland & Virginia Milk Producers, Reston, Virginia  
MCT Dairies, Inc., Millburn, New Jersey  
Michigan Milk Producers Association, Novi, Michigan  
Midwest Dairy Coalition, Alexandria, Virginia  
Milk Producers Council, Ontario, California  
Minnesota Milk Producers Association, Buffalo, Minnesota  
Missouri Dairy Association, Chesterfield, Missouri  
National All-Jersey Inc., Reynoldsburg, Ohio  
Nebraska State Dairy Association, Lincoln, Nebraska  
North Carolina Dairy Producers Association, Fuquay-Varina, North Carolina  
Northwest Dairy Association/Darigold, Inc., Seattle, Washington  
Ohio Dairy Producers Association, Columbus, Ohio  
Oregon Dairy Farmers Association, Salem, Oregon  
O-AT-KA Milk Products Cooperative, Inc., Batavia, New York  
Pacific Cheese Co., Inc., Hayward, California  
Prairie Farms Dairy, Edwardsville, Illinois  
Sargento Foods Inc., Plymouth, Wisconsin  
Sartori Company, Plymouth, Wisconsin  
Savencia Cheese USA, LLC, New Holland, Pennsylvania  
Select Milk Producers, Inc., Artesia, New Mexico  
Schreiber Foods, Inc., Green Bay, Wisconsin  
Schuman Cheese, Fairfield, New Jersey  
South Dakota Dairy Producers Association (SDDP), Madison, South Dakota  
South East Dairy Farmers Association, Reston, Virginia  
St. Albans Cooperative Creamery, Inc., St. Albans, Vermont  
Swiss Valley Farms, Davenport, Iowa  
T.C. Jacoby & Company, Inc., St. Louis, Missouri

Tillamook County Creamery Association, Tillamook, Oregon  
Trugman-Nash, Inc., New York, New York  
United Dairymen of Arizona, Tempe, Arizona  
Upstate Niagara Cooperative, Inc., Buffalo, New York  
Valley Queen Cheese Factory, Inc., Milbank, South Dakota  
Virginia State Dairymen's Association, Bridgewater, Virginia  
Western United Dairymen, Modesto, California

cc:

Secretary Wilbur Ross  
Ambassador Robert Lighthizer  
Secretary Sonny Perdue