



March 22, 2020

The Honorable Katherine Tai  
U.S. Trade Representative  
600 17<sup>th</sup> Street NW  
Washington, DC 20006

Dear Ambassador Tai,

On behalf of America's dairy industry, we are writing to congratulate you on your Senate confirmation as U.S. Trade Representative (USTR). We look forward to working with you in your new role to continue our efforts to expand trade opportunities for America's dairy industry.

As you know, U.S. dairy exports are critically important to the economic health of America's 32 thousand dairy farmers, the over 3 million American workers whose jobs are supported by the U.S. dairy industry<sup>1</sup> such as farm workers, milk haulers and dairy processing plant employees, and the millions of Americans across the country who depend on a robust dairy supply chain. In 2020, the U.S. exported over \$6.5 billion in dairy products worldwide, equivalent to approximately 16% of total U.S. milk production. The U.S. dairy industry prides itself on its reputation for producing high quality products while serving as an agricultural sector leader on improving sustainability. Opening new markets and growing our dairy exports requires consistent and fair trade rules to level the playing field that our farmers and dairy manufacturers in all fifty U.S. states face around the world.

As our industry faces a rising number of export challenges, there are several key issues that require your clear-sighted leadership. To ensure that you are fully aware of the U.S. dairy industry's top-line priorities, the enclosed memo outlines several specific areas of needed focus, encompassing both tariff and non-tariff barriers, that, if resolved, will improve the smooth flow of U.S. dairy exports. This includes diligent enforcement of the trade agreements already in place; expanding markets through the negotiation of new free trade agreements; lowering or removing high tariffs and retaliatory duties; removing unwarranted nontariff barriers to trade, establishing clear protections for common terms to combat the misuse of geographical indications, and advocating for science-based standards and trade rules.

Your important role as a central member of the President's economic team cannot be overstated. We have full confidence that with your leadership at the helm of USTR, we will strengthen dairy exports and deliver a brighter future for America's dairy industry.

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<sup>1</sup> Source: International Dairy Foods Association's Dairy Delivers economic analysis:  
<https://www.idfa.org/dairydelivers>

Congratulations again.

Sincerely,

Handwritten signature of Krysta Harden in black ink.

Krysta Harden  
President and CEO  
U.S. Dairy Export Council

Handwritten signature of James Mulhern in blue ink.

James Mulhern  
President and CEO  
National Milk Producers Federation

cc: Mr. Thomas Vilsack, Secretary of Agriculture