



U.S. Dairy
Export Council®

Ingredients | Products | Global Markets



December 4, 2014

Ambassador Michael Froman
Office of the United States Trade
Representative
600 17th Street, NW
Washington, DC 20508

Secretary Tom Vilsack
United States Department of
Agriculture
1400 Independence Ave, NW
Washington, DC 20250

Ambassador Froman and Secretary Vilsack:

On behalf of America's dairy industry, the U.S. Dairy Export Council (USDEC), the National Milk Producers Federation (NMPF) and the International Dairy Foods Association (IDFA) would like to underscore our belief in the importance of successfully concluding a strong Trans-Pacific Partnership (TPP) trade agreement. USDEC, NMPF and IDFA recognize the significant efforts that you and your teams have devoted to TPP and most recently to the extensive work underway to bring these long-running negotiations to a close.

We firmly believe that it is time to conclude a TPP agreement that contains comprehensive market access for U.S. dairy exporters in both the Japanese and Canadian markets. No tariff line should be left untouched in a successful Trans-Pacific Partnership agreement. As our organizations have previously detailed, other areas of TPP are also of critical importance to a successful dairy outcome in these negotiations; our focus in this communication is on just one of those very important pillars.

As USTR and USDA continue their negotiations with Japan and Canada, we would like to underscore the importance of ensuring that those talks prioritize delivery of benefits to the U.S. dairy industry, not other TPP trading partners. Industries in other TPP countries may wish to put the onus on the U.S. to deliver export gains for their sectors rather than relying on their own governments to secure market access concessions from key trading partners in this agreement. The Japan-Australia FTA is an unfortunate example of the negative impact such a dynamic can have on U.S. interests and on TPP overall.

Our competitors in other TPP countries must work with their own governments to secure market access packages acceptable to them rather than simply insisting that any U.S. gains that may be achieved through complex negotiations, especially in challenging areas such as dairy, must be made available to all. This principle is particularly important with respect to other TPP countries that have already recently negotiated their own agreements with key markets such as Japan and Canada and now hope to have a second chance to improve those outcomes due to U.S. efforts.

We applaud your industrious efforts to achieve ambitious outcomes in each of the key dairy priority areas. We urge you to continue to push hard and leave no stone unturned



U.S. Dairy
Export Council.

Ingredients | Products | Global Markets



in your negotiations with Japan and Canada. In the same vein, other TPP countries, particularly our major competitors in the region should fully embrace their obligations to similarly negotiate their own agreements.

Sincerely,

Thomas M. Suber
President
U.S. Dairy Export Council

Jim Mulhern
President & CEO
National Milk Producers Federation

Connie Tipton
President and CEO
International Dairy Foods Association