

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
Lone Star Milk Producers, Inc., Wichita Falls, Texas
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