



January 27, 2020

The Honorable Robert Lighthizer  
United States Trade Representative  
600 17th Street NW  
Washington, DC 20006

The Honorable Sonny Perdue  
United States Secretary of Agriculture  
1400 Independence Ave, SW  
Washington, DC 20250

Dear Ambassador Lighthizer and Secretary Perdue,

On behalf of the U.S. dairy industry and the Consortium for Common Food Names, we are writing to commend you for negotiating a Phase One trade deal that addresses key nontariff barrier challenges that have been hampering U.S. dairy exports to China and that encourages China to provide greater transparency on GI applications and additional export avenues for U.S. dairy products.

Given the importance of the Chinese market to the U.S. dairy industry and the disruptions that had harmed exports, completion of this deal is a significant victory for the U.S. dairy industry. The Phase One deal with China makes forward progress on burdensome regulatory restrictions, creates stronger safeguards regarding market access for generic or common-name products and addresses other nontariff barriers that have hindered U.S. dairy exports to China for years, particularly related to China's facility registration and auditing requirements.

We sincerely appreciate that you and your staff recognized the importance of dismantling these trade barriers and took decisive action to ensure that dairy was an essential part of the negotiations on nontariff challenges facing U.S. agricultural exports. Going forward, it will be critical to ensure that China upholds their trade obligations once the agreement is in force, and our industry pledges to work alongside USTR and USDA to ensure implementation is seamless and the terms of the agreement are fully enforced.

Your effective management of a robust interagency team was a critical component of the successful U.S. approach to trade negotiations with China. We would like to specifically thank you, Ambassador Lighthizer, for recognizing the importance of dairy issues and defending common food names. We also would like to recognize USTR's Chief Agricultural Negotiator, Ambassador Gregg Doud; the Assistant U.S. Trade Representative for Agricultural Affairs and Commodity Policy, Sharon Bomer Lauritsen; USTR's Director of Agricultural Affairs, Keith Schneller; Senior Trade Advisor at the U.S. Department of Agriculture, Becky Rasdall; and the numerous talented agriculture policy staff at USTR and USDA for their hard work and dedication to navigating the extremely complex regulatory commitments secured under the agreement.

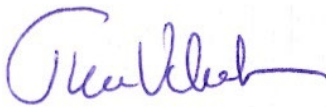
In addition, we would like to commend the excellent work of Acting Assistant U.S. Trade Representative for Innovation & Intellectual Property, Daniel Lee; USTR's Chief Counsel for China Trade Enforcement, Philip Chen; and USTR's Senior Director for Innovation and Intellectual Property, Michelle Yang. They

took great strides to advance USTR's previous work to strengthen common name due process procedures and safeguards by utilizing the successful framework of USMCA to secure similar intellectual property commitments in this agreement. The collective efforts of the agriculture and intellectual property teams were pivotal in securing the strong dairy and common food names results in this trade deal.

Our organizations look forward to continuing to work in concert with your staff and with our industry allies in China to foster the removal of all retaliatory tariffs on dairy so that the U.S. dairy industry can reap the full benefit of the agreement you have so painstakingly negotiated.

We are confident that you and your staff will continue to take an instrumental role in addressing challenges that harm U.S. dairy exports. Thank you for your unwavering commitment to the principles of fair and reciprocal trade.

Sincerely,



Thomas J. Vilsack  
President and CEO  
U.S. Dairy Export Council



James Mulhern  
President and CEO  
National Milk Producers Federation



Jaime Castaneda  
Executive Director  
Consortium for Common Food Names