

October 12, 2017

Dear Members of the Senate Finance Committee:

The undersigned food and agricultural organizations and companies strongly support the confirmation of Gregg Doud as Chief Agricultural Negotiator in the Office of the United States Trade Representative (USTR).

The position of Chief Agricultural Negotiator with the rank of ambassador was created in 1997 by Congress for the express purpose of ensuring that U.S. agriculture is fully represented in trade negotiations at the highest possible level. U.S. agricultural exports are valued near \$130 billion for 2016, and agriculture remains one of the few sectors in the overall economy that has shown a positive trade balance for decades. The most recent figures place this value at nearly \$17 billion, making the role of the Chief Agricultural Negotiator as one of the most important in the entire Office of the USTR.

Gregg Doud, with a strong agricultural upbringing in Kansas, possesses well-honed agricultural domestic and international trade policy experience with the National Cattlemen's Beef Association, the U.S. Wheat Associates, as the President of the Commodity Markets Council and a key staff member of the Senate Agriculture Committee. He is dedicated to developing and enforcing fair and reasonable trade agreements to support U.S. agricultural exports. His years in representing U.S. agriculture in the international trade arena will serve the entire U.S. agricultural community as the Chief Agricultural Negotiator.

We believe Gregg Doud is an exceptional selection to fill the role of agricultural ambassador and we urge his swift confirmation by the Senate.

Sincerely,

ADM

Agri Beef

AgVentures NW

Amcot

American Cotton Shippers Association

American Farm Bureau Federation

American Feed Industry Association

American Peanut Council

American Peanut Product Manufacturers, Inc.

American Seed Trade Association

American Soybean Association

American Sugar Alliance

Animal Health Institute

Arizona Grain, Inc.

Attebury Grain

Bartlett Grain

Beachner Grain, Inc.

Blue Diamond Growers

Bunge North America

California Apple Commission

California Blueberry Commission

California Cherry Export Association

California Fresh Fruit Association

Cargill, Incorporated

Central Missouri AGRIService LLC

CHS, Inc.

CoBank

Columbia Grain, Inc.

CoMark Equity Alliance LLC

Corn Refiners Association

CropLife America

Dairy Business Marketing Cooperative (DBMMC)

D. E. Bondurant Grain Co. Inc.

Delta Council

Distilled Spirits Council

Elanco Animal Health

Farmers Grain Terminal, Inc.

Fresh Produce Association of the Americas

Global Cold Chain Alliance

Grain and Feed Association of Illinois

Grain Service Corporation

Grocery Manufacturers Association

Hormel Foods

Idaho Potato Commission

International Dairy Foods Association

JBS USA

Kansas Grain and Feed Association

Land O' Lakes – Purina

Louis Dreyfus Company NA LLC

Maginnis Associations, LLC

Mead Johnson Nutrition

Merck Animal Health

Michigan Agri-Business Association

Michigan Agricultural Commodities, Inc.

Michigan Bean Shippers

Mile Specialties Global

Minnesota Grain and Feed Association

Monsanto Company

National Association of Egg Farmers

National Association of State Departments of Agriculture

National Association of Wheat Growers

National Cattlemen's Beef Association

National Chicken Council

National Corn Growers Association

National Cotton Council

National Council of Farmer Cooperatives

National Fisheries Institute

National Grain and Feed Association

National Milk Producers Federation

National Oilseed Processors Association

National Peach Council

National Pork Producers Council

National Potato Council

National Renderers Association

National Sorghum Producers

National Turkey Federation

Nebraska Grain and Feed Association

North American Export Grain Association

North American Meat Institute

North American Millers' Association

North Dakota Grain Dealers Association

Northeast Agribusiness and Feed Alliance

Northwest Grain Growers

Northwest Horticultural Council

Ohio Agribusiness Association

Ohio Corn & Wheat Growers Association

Oklahoma Grain and Feed Association

Panhandle Peanut Growers Association

Pet Food Institute

Philip Morris International

Pride Ag Resources

Seaboard Foods

Siemer Milling Company

Smithfield Foods

Southwest Council of Agribusiness

Superior Farms

Sweetener Users Association

Tate & Lyle

Team Marketing Alliance

Texas Grain and Feed Association

The Andersons

Tyson Foods

United Dairymen of Arizona

USA Poultry and Egg Export Council

U.S. Apple Association

USA Rice

U.S. Dairy Export Council

U.S. Dry Bean Council

U.S. Hide, Skin and Leather Association

U.S. Meat Export Federation

U.S. Wheat Associates

Wheeler Brothers Grain Company, LLC

Western Peanut Growers Association

Wisconsin Agri-Business Association

World Perspectives, Inc.