July 7, 2022

TRANSMITTED ELECTRONICALLY

The Honorable Ron Wyden, Chairman
The Honorable Mike Crapo, Ranking Member
U.S. Senate Committee on Finance
219 Dirksen Senate Office Building
Washington, D.C. 20510

Dear Chairman Wyden and Ranking Member Crapo:

We, the undersigned food and agriculture organizations and companies, enthusiastically support the nomination of Doug McKalip as Chief Agricultural Negotiator at the Office of the U.S. Trade Representative.

Collectively we represent the vast majority of the food and agriculture sector, accounting for roughly one-fifth of the country's economic activity and directly supporting over 21.5 million jobs – constituting 14 percent of total U.S. employment.

Mr. McKalip possesses deep familiarity with the food and agriculture industry through three decades of leadership in critical roles in agriculture trade policy.

In addition to his current position as a trusted advisor to Secretary Vilsack, Mr. McKalip has served in numerous leadership positions in USDA and has represented American farmers, ranchers and agriculture around the world and advocated for U.S. agricultural products and technology. We believe he is keenly aware of the importance of trade to agriculture related jobs and its essential role in this Administration’s “worker first” trade agenda. Mr. McKalip is capable of addressing the critical need to open and maintain foreign market access and reduce barriers for U.S. food and agriculture workers and exporters for the benefit of consumers in the U.S. and across the globe.

We especially value Mr. McKalip’s deep institutional regulatory and trade experience, which equips him to have an immediate impact in the position. He is eminently qualified to be a successful Chief Agricultural Negotiator in addressing the most pressing food and agriculture trade policy issues before us. Mr. McKalip understands the critical need to reduce tariff and non-tariff barriers in the Indo-Pacific region, the management of an expanding set of trade issues with Mexico, the enforcement of existing trade agreements and the imperative of tackling non-tariff barriers to trade around the world. We believe that Mr. McKalip has the experience and expertise to reduce foreign trade barriers, secure greater market access for U.S. products and ensure enforcement of clear and fair rules with our trade partners so U.S. food and agriculture workers and our industry sectors may fairly compete in the global economy.
We strongly urge the Senate Finance Committee to advance Doug McKalip’s nomination as soon as possible. Please feel free to call upon any of the undersigned entities to discuss our rationale for supporting the nomination of Doug McKalip.

Sincerely,

ADM
Agri Beef Co.
Agribusiness Association of Iowa
Agrinos Inc.
AgTrade Strategies LLC
Amcot
American Farm Bureau Federation
American Feed Industry Association
American Peanut Council
American Seed Trade Association
American Soybean Association
AMVAC Chemical Inc.
Animal Health Institute
Biotechnology Innovation Organization
Boehringer Ingelheim Animal Health
California Bean Shippers Association
California Citrus Mutual
California Walnut Commission
Cargill
Coalition to Promote U.S. Agricultural Exports
CoBank
Colorado Dairy Farmers
Corn Refiners Association
CropLife America
Distilled Spirits Council of the United States
Douglas Products
Edge Dairy Farmer Cooperative
Farmers for Free Trade
FMI - the Food Industry Association
Fresh Produce Association of the Americas
Global Cold Chain Alliance
Growth Energy
Idaho Dairymen's Association, Inc.
Infant Nutrition Council of America
International Dairy Foods Association
International Fresh Produce Association
KCoe Isom, LLP
Land O'Lakes, Inc.
Leather and Hide Council of America
Maine Potato Board
Meat Import Council of America
National All-Jersey Inc.
National Association of State Departments of Agriculture
National Association of Wheat Growers
National Barley Growers Association
National Confectioners Association
National Corn Growers Association
National Cotton Council
National Council of Farmer Cooperatives
National Farmers Union
National Grain and Feed Association
National Milk Producers Federation
National Oilseed Processors Association
National Pork Producers Council
National Potato Council
National Sorghum Producers
National Turkey Federation
North American Export Grain Association
North American Meat Institute
North American Millers’ Association
North American Renderers Association
North Dakota Corn Growers Association
North Dakota Grain Growers Association
Northarvest Bean Growers Association
Northwest Horticultural Council
Ohio AgriBusiness Association
OHP Inc.
Oregon Dairy Farmers Association
Organic Produce Association
Organic Trade Association
Pacific Northwest Grain & Feed Association
Pet Food Institute
Potato Growers of Michigan, Inc
Reckitt/Mead Johnson Nutrition
Smithfield Foods, Inc.
South East Dairy Farmers Association
Superior Farms

Sweetener Users Association
Syngenta
The Fertilizer Institute
U.S. Apple Association
U.S. Canola Association
U.S. Dairy Export Council
U.S. Durum Growers Association
U.S. Pea & Lentil Trade Association
U.S. Wheat Associates
USA Dry Pea & Lentil Council
USA Poultry & Egg Export Council
USA Rice
Washington State Potato Commission
Wine Institute
Wisconsin Agri-Business Association
Wisconsin Potato and Vegetable Growers Association
World Perspectives, Inc.
Zoetis

CC: Ambassador Katherine Tai
    Secretary Tom Vilsack