

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