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China - Shakopee, MN 5/12/00

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Final 05/11/00 7:15pm

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THE PRESS
5-12-00

Jeff Shesol

PRESIDENT WILLIAM J. CLINTON
REMARKS ON AGRICULTURE AND
CHINA TRADE
HAUER FAMILY FARM
SHAKOPEE, MINNESOTA

May 12, 2000

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ACK

5-12-00

SEE GLICKMAN

REP MINGE

LT GOV MAE SCHUNK

AG MIKE HATCH

TREASURER CAROL JOHANSON

MN STATE AG COMM GENE HUGSON

MAYOR JON BREKKE, SHAKOPEE

AMBASSADOR WALTER MONDRUE

GOV ALAN OLSON, FORMER GOV NORTH DAKOTA

BOB BERGLAND, FORMER CARTER AG SECRETARY

DALLAS BOHNSACK, INTRODUCER - FORMER

GENE / TERRY / KITTY HAYER, FARM OWNER

AF-1

SCOTT SHEARER

FARMLAND INDUSTRIES

NICK GIORDINO

NATI PORK PRODUCER

SUSAN KEITH

NATI CORN BREWER

WILKIN

NIKI

- ST PAUL

- SHAKOPEE

- CANTON

5-12-00

Acknowledgments: Sec. Glickman; Rep. Minge; Gene and Terry Hauer; Dallas Bohnsack [*Bone-sock*]; Mark Yudof, Pres., U. of MN; Bob Bergland, Pres. Carter's Sec. of Ag. Lt. Gov. Mae Schunk is here; and I also want to acknowledge Gov. Ventura, who couldn't join us today, but did come to the White House earlier this week – along with Presidents Ford and Carter and a whole host of distinguished supporters of trade with China. Gov. Ventura has been a strong and consistent advocate; and ~~I want you know how much~~ I appreciate it.


Thank you for inviting me here to Shakopee. As I flew here today, heading west across the plains, I could see the rolling hills rise up above the creeks and rivers that run through this region. It's an impressive sight.

5.12.00

And you know, it really can't look all that different than it did when missionaries and farmers, and trappers and traders, first settled here in Scott County.

Here's something interesting about those early settlers, the first citizens of Shakopee. They were pioneers in more than one sense. Way back in the 19th Century, they were already making trade with China. China was then the biggest and richest fur market in the world. Many of the pelts that came from here, from the shores of the Mississippi and Minnesota Rivers, were bound for markets on the other side of the globe. ~~That's~~

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Trade was a small, if interesting, part of your past; but it's going to be a much bigger part of your future. I'm here today to talk about expanding trade with China, and why it means expanding opportunity for farmers like you, for states like Minnesota, and for all of America.

In less than two weeks, Congress is going to vote on a once-in-a-lifetime opportunity for America. They're going to decide whether to establish Permanent Normal Trade Relations with China. Now, I know that the acronym "PNTR" might sound pretty arcane. It might sound more like foreign policy than farm policy. ~~But I'm~~ ^{Actually,} ~~here to tell you that~~ it's both, and it's important. ~~I'm here~~ ^{to tell you that the stakes are just as high} in Shakopee ~~as~~ ^{as elsewhere} ~~they are anywhere in~~ America.

Farmers are the lifeblood of our land. One of every three acres planted in America is growing exports, making us the world's largest exporter of agricultural products. During the last five years, those exports have nearly doubled. If you look at gross cash receipts, trade means roughly twice as much to America's farmers as it does to our economy as a whole.

We see evidence of that here in Shakopee. Farms like this have made Minnesota number three in soybean production, number four in feed corn, and number seven in overall agricultural exports. In 1998, Minnesota sold \$2.4 billion in agricultural products to foreign markets.

More and more of that trade is conducted with China: from 1993 to 1998, Minnesota's exports to China more than doubled, to \$316 million. This increase spans almost every sector of Minnesota's economy, covering products from soybeans to chemicals to information technology.

As Sec. Glickman described, the magnitude of the Chinese market almost defies measurement. China has more than a billion consumers within its borders. It's no wonder that China consumes more pork than any other nation. It is also the world's largest growth market for soybeans and soybean products. China's dairy consumption is going up, as its people's incomes rise and its government promotes dairy products.

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When China enters the World Trade Organization, it won't be able to subsidize its farm sector as it's used to doing. So Chinese agriculture is already making adjustments – planting less wheat and less cotton, for example. There is just no way China's farmers are going to keep pace with their country's growth in demand. But ~~here's a fact:~~ you can. American farmers can. ~~You can~~ reap this remarkable harvest – but only if the Congress gives you the chance to do so, and votes for PNTR.

The deal we've negotiated – the one Congress is voting on – is 100-0 in our favor. It would give America unprecedented access to China's markets – and grant ~~approval to reauthorize WTO but~~ China no new access to our own ~~markets~~.

5.12.00

~~And here's what it would mean~~ for American farmers ~~it means~~

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 China, some other farmer in some other country will be
 happy to step in.

*And when China enters WTO, it is well served
 if what we do, all farmers will get the market access we negotiated*

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If Congress turns its back on this opportunity, we're going to spend the next twenty years regretting it. We're going to spend the next twenty years wondering why we ever handed over all the benefits we negotiated, ~~and gave up~~ ~~the competitive edge we've earned~~, to European, Japanese, and other farmers.

A vote for PNTR is a vote for our economic security. China has agreed to play by the same trading rules we do. I say we take them up on it – and hold them to it. Our negotiators have gained tough new safeguards against surges of Chinese imports, while maintaining the strongest possible protections against the dumping of products.

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Recently, I announced an unprecedented \$22-million government-wide compliance effort – to ensure that China makes good on its promises.

A vote for PNTR is also a vote for our national security. America has a big stake in the stability of Asia and in a China that contributes to it. We have an abiding interest in labor and human rights and in a China that respects them. ^{+ follows that story + Rule of Law,} If I've learned one thing as President, it's that foreign policy is a lot like real life. You do a lot better with an outstretched hand than a clenched fist. We can't offer that hand if we turn our backs.

Why our allies, incl. Europe, Japan, SK, plus want to
Why President Chen of TW want us to
Why HK, Russia, etc. etc., etc. want us to

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This deal will not change China, or our relationship with China, overnight. *Part of a long process that I expect will lead us to get the best of business, beyond just a city -> Will it work in the direction. So let's move forward with our hand outstretched. Q for China - but chances of success if we* ~~By~~ opening new markets in China, ~~we~~ opens new opportunities right here in America. We can deepen your roots in the land your families have cultivated for generations. We can expand the bounty that this rich soil yields – and enhance your ability to raise your families with confidence and comfort.

I hope you will work with me to see that Congress makes the right choice. I am confident it will – because it is the right thing for our farmers and it is the right thing for our future. Thank you.

Final 05/11/00 7:15pm

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HAUER FAMILY FARM
SHAKOPEE, MINNESOTA
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DRAFT

**REMARKS BY
SECRETARY OF AGRICULTURE DAN GLICKMAN
HAUER FAMILY FARM
MAY 12, 2000 - SHAKOPEE, MINNESOTA**

fax: 62505

Thank you very much, Mr. Hauer, for your hospitality. This is actually the second time in the last few years that I've visited the Hauer farm. One more time and I think I'll have my own special coffee mug for frequent houseguests.

It's a great honor to be here with President Clinton and Congressman Minge to talk about one of the most pressing issues facing the nation this year - our relationship with China and the importance of granting Permanent Normal Trading Relations.

One out of every five people on earth live in China. It is the world's largest country, and one that's in the middle of an incredible transformation. State-run enterprises are giving way to private industry. Incomes are growing. A new consumer class is emerging. In the 21st century, no market represents a greater opportunity for American businesses...and especially American farmers.

And now, after years of restricted access to that market, China is preparing to open its doors by joining the World Trade Organization. They will eliminate export subsidies immediately. They will cap and reduce domestic farm support, dramatically reduce agricultural tariffs across-the-board and more.

The stakes are high for Minnesota, which exports more farm commodities than all but six other states. China is the world's largest growth market for soybeans, one of Minnesota's top crops, and they have agreed to phase out their soybean oil quota and make permanent their current 3 percent duty on soybean imports. After importing less than 250,000 metric tons of corn in 1998, China has agreed to allow the import of up to 4.5 million metric tons at a mere 1 percent tariff. We estimate that, by 2005, China's WTO membership could lead to an additional \$2 billion in total American farm exports each year.

But here's the thing: we can only seize this opportunity if we grant China Permanent Normal Trade Relations - or PNTR, as we call it. If we don't pass it, China will still join the WTO, but we'll be left on the outside looking in. We would essentially be leaving the door wide open for our global competitors to march in, take advantage of these concessions we negotiated and seize the market share that should have been ours.

Last month, I led a delegation of members of Congress to China for a week-long visit. And I think all of us were struck by what we encountered: an optimistic people, a modernizing society, a maturing economy. This is not the China of 25 years ago. This is a China with a state-of-the-art stock exchange in Shanghai. This is a China where Internet use increased more than fourfold last year. The Catholic Archbishop of Shanghai spent 27 years in prison, but now he has 5,000 people coming to mass every Sunday.

DRAFT

I'm not a cockeyed optimist about this, because China's record on human rights, labor standards and religious freedom is still very disturbing. But rejecting PNTR for those reasons is, in my opinion, misguided....because weakening our ties with China won't protect a single political dissident or raise the wages of a single Chinese worker. The best way to change China's behavior is to bring China into the rules-based global economic community, where they can be exposed to our values and our way of life.

During the trip, we met with Chinese employees of American firms, and they talked about the higher salaries, the benefits, the promotion possibilities, the worker-friendly corporate culture, the workplace safety rules that are enforced. There's no doubt that the American private sector is a force for progress in Chinese society.

PNTR is an important trade issue, which will undoubtedly help American farmers during a time of real challenge and uncertainty in agriculture. But PNTR is more than that. It's a foreign policy issue, with serious implications for our national security. It's an opportunity for American businesses and the American people to be catalysts for change that will ultimately benefit us all. It's a litmus test for American leadership in the world, and it's one that we must pass.

Now, I'd like to introduce a great leader for southern Minnesota...a former colleague of mine in the House of Representatives and on the Agriculture Committee...a good friend...Congressman David Minge.

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SHAKOPEE, MINNESOTA
May 12, 2000**

Acknowledgments: Sec. Glickman; Rep. Minge; Gene and Terry Hauer; Dallas Bohnsack [*Bone-sock*]; Mark Yudof, Pres., U. of MN; Bob Bergland, Pres. Carter's Sec. of Ag. I also want to acknowledge Governor Ventura, who couldn't be with us today, but who joined me at the White House earlier this week – along with Presidents Ford and Carter and a whole host of distinguished supporters of Permanent Normal Trade Relations with China. Governor Ventura has been a strong and consistent advocate for expanded trade; and I want you and him to know how much I appreciate that.

Thank you for inviting me here to Shakopee. As I flew here today, heading west across the plains, I could see the rolling hills just rise up above the creeks and rivers that run through this region. It's an impressive sight. And you know, it really can't look all that different than it did when missionaries and farmers, and trappers and traders, first settled here in Scott County.

Here's something interesting about those early settlers, the first citizens of Shokapee. They were pioneers in more than one way. Back in the 19th Century, they were already making trade with China. China was then the biggest and richest fur market in the world. Many of the pelts that came from here, from the shores of the Mississippi and Minnesota Rivers, were bound for markets on the other side of the globe. I think that's more than a historical footnote. I think it was a sign of things to come.

Trade was a small, if interesting, part of your past; but it's going to be a much bigger part of your future. I'm here today to talk about expanding trade with China, and why it means expanding opportunity for farmers like you, for states like Minnesota, and for all of America.

In less than two weeks, Congress is going to vote on a once-in-a-lifetime opportunity for America. They're going to decide whether to establish Permanent Normal Trade Relations with China. Now, I know that the acronym "PNTR" might sound pretty arcane. It might sound more like foreign policy than farm policy. But I'm here to tell you that it's both, and it's important. I'm here to tell you that the stakes are just as high in Shakopee as they are anywhere in America.

Farmers are the lifeblood of our land. One of every three acres planted in America is growing exports, making us the world's largest exporter of agricultural products. During the last five years, those exports have nearly doubled. If you look at gross cash receipts, trade means roughly twice as much to America's farmers as it does to our economy as a whole.

We see evidence of that here in Shakopee. Farms like this one have made Minnesota number three in soybean production, number four in feed corn, and number seven in overall agricultural exports. In 1998, Minnesota sold \$2.4 billion in agricultural products to foreign markets. More and more of that trade is conducted with China: from 1993 to 1998, Minnesota's

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exports to China more than doubled, to \$316 million. This increase spans almost every sector of Minnesota's economy, covering products from soybeans to chemicals to information technology.

The magnitude of the Chinese market almost defies measurement. China has one-fifth of the world's population – more than a billion consumers – within its borders. It's no wonder that China consumes more pork than any other nation. It is also the world's largest growth market for soybeans and soybean products. China's dairy consumption is going up, as its people's incomes rise and its government promotes dairy products.

There is just no way China's farmers are going to keep pace with that country's growth in demand. But you can. American farmers can. You can reap this remarkable harvest – but only if the Congress gives you the chance to do so, and votes for PNTR.

The deal we've negotiated – the one Congress is voting on – is 100-0 in our favor. It would give America unprecedented access to China's markets – and grant China no new access to our own. And here's what it would mean for American farmers: No more export subsidies, which China now uses to stack the deck against you, keeping American corn from being priced competitively. No more baseless health barriers, which China uses to keep our beef and poultry outside their borders. No more of the high tariffs you face on feed grains, soybeans, vegetables, or meat and dairy products. And fewer fears of fluctuating or falling prices, once China enters the global system of trade and gains a greater stake in its stability.

But keep this in mind: China's going to grow no matter what we do. If we don't sell your products to China, some other farmer in some other country will be happy to step in. If Congress turns its back on this opportunity, we're going to spend the next twenty years regretting it. We're going to spend the next twenty years wondering why we ever handed over all the benefits we negotiated, and gave up the competitive edge we've earned, to European, Japanese, and other farmers.

A vote for PNTR is a vote for our economic security. China has agreed to play by the same trading rules we do. I say we take them up on it – and hold them to it. Our negotiators have gained tough new safeguards against surges of Chinese imports, while maintaining the strongest possible protections against the dumping of products. *I rec announced govt-wide unpled \$22 in compliance effort to ensure*

A vote for PNTR is also a vote for our national security. America has a big stake in the stability of Asia and in a China that contributes to it. We have an abiding interest in labor and human rights and in a China that respects them. If I've learned one thing as President, it's that foreign policy is a lot like real life. You do a lot better with an outstretched hand than a clenched fist. We can't offer that hand if we turn our backs. *China makes its commit.*

This deal will not change China, or our relationship with China, overnight. Still, it is a step in the right direction. So let's move forward with our hand outstretched. By opening new markets in China, we open new opportunities right here in America. We can deepen your roots in the land your families have cultivated for generations. We can expand the bounty that this rich soil yields – and enhance your ability to raise your families with confidence and comfort.

I hope you will work with me to see that Congress makes the right choice. I am confident it will – because it is the right thing for our farmers and it is the right thing for our future. Thank you.

Draft 05/11/00 1:30pm
Jeff Shesol

*Timers.
16th or 18th*

*8:55pm wed.
before w/w*

*"Everybody
loves China"*

**PRESIDENT WILLIAM J. CLINTON
REMARKS ON AGRICULTURE AND CHINA TRADE
HAUER FAMILY FARM
SHAKOPEE, MINNESOTA
May 12, 2000**

Acknowledgments: Sec. Glickman; Rep. David Minge; Gene and Terry Hauer; other farmer TBD

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Here's something interesting about those early settlers, the first citizens of the town of Shakopee. They were pioneers in more than one way. Way back, in the middle of the 19th Century, they were making trade with China. China was the biggest and richest fur market in the world. Many of the ~~furs and~~ pelts that came from here, from the shores of the Mississippi and the Minnesota, were bound for the other side of the world. I happen to think that's more than a historical footnote. I think it was a sign of things to come.

Trade is a small if interesting part of your past; but it's a much bigger part of your future. I'm here today to talk ~~to you~~ about expanding trade with China, and expanding opportunity for farmers like you, for states like Minnesota, and, indeed, for all of America.

In less than two weeks, Congress is going to vote on a once-in-a-lifetime opportunity for America, ~~and decide whether to seize it or let it slip away~~. They're going to decide whether to establish Permanent Normal Trade Relations with China. Now, I know that the acronym "PNTR" might sound pretty arcane. It might sound more like foreign policy than farm policy. But I'm here to tell you that it's both, and it's important. I'm here to tell you that the stakes are just as high here in Shakopee as they are anywhere in America.

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We see evidence of that in ^{here} Shakopee, ~~here at the heart of one of America's leading export states~~. Farms like this one have made Minnesota number three in soybean production, number four in feed corn, and number seven in overall agricultural exports. In 1998, Minnesota sold \$2.4 billion in agricultural products to foreign markets. More and more of that trade is conducted with China: from 1993 to 1998, Minnesota's exports to China more than doubled, to

\$316 million. This increase spans almost every sector of Minnesota's economy, covering products from soybeans to chemicals to information technology.

The magnitude of the Chinese market almost defies measurement. China has one-fifth of the world's population – more than a billion consumers – within its borders. It's no wonder that China consumes more pork than any other nation. It is also the world's largest growth market for soybeans and soybean products. China's dairy consumption is going up, as its people's incomes rise and its government promotes dairy products.

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All told, [✓] America could see an increase of \$2 billion a year in our farm exports ^{by 2005}. That's almost twice as much as last year's total. But keep this in mind: China's going to grow no matter what we do. If we don't sell your products to China, some other farmer in some other country will be happy to step in. If Congress turns its back on this opportunity, we're going to spend the next twenty years regretting it. We're going to spend the next twenty years wondering why we ever handed over all the benefits we negotiated, and gave up the competitive edge we've earned, to European, Japanese, and other farmers. ^{and hold them to it.}

A vote for PNTR is a vote for our economic security. China has agreed to play by the same trading rules we do. I say we take them up on it! Our negotiators have ^{won new leverage} for American farmers and workers to ensure that China plays fair. We also gained tough new safeguards against surges of imports, while maintaining the strongest possible protections against the dumping of products. ^{Chinese also}

^{And} a vote for PNTR is a vote for our national security. America has a big stake in the stability of Asia and in a China that contributes to it. We have an abiding interest in labor and human rights and in a China that respects them. And if I've learned one thing as President, it's that foreign policy is a lot like real life. You do a lot better with an outstretched hand than a clenched fist. We can't offer that hand if we turn our backs.

This deal will not change China, or our relationship ^{with} with China, overnight. Still, it is a step in the right direction. So let's move forward with ^{an} an outstretched hand. By opening new markets in China, we open new opportunities here in America. ^{We can help you meet the} challenges of ~~fluctuating or falling prices.~~ We can deepen your roots in this land your families

have cultivated for generations. We can ~~make it easier for you to~~ [raise your crops] – and most important, your families – with confidence.

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Gandy

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^{the trappers + traders who settled in Scott City} But unlike the Hauers, or many of you, those early settlers were just trying to feed their own families. Though they might do a little bartering, they certainly weren't sending soybeans, or feed corn, or cuts of beef and pork across the sea and around the world. Trade ~~isn't a big part~~ of your past; ^{and it's an even bigger} but it's very much a part of your ~~present and your~~ future. That's why I'm here today - to talk to you about expanding trade with China, and expanding opportunity for family farmers like the Hauers, for states like Minnesota, and, indeed, for every state in our union.

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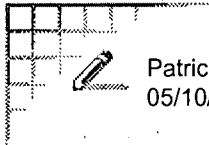
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I hope you will work with me to make sure that Congress makes the right choice. I am confident that it will – because it is the right thing for our farmers, it is the right thing for our economy, and it is the right thing for America's future. Thank you.



Patrick M. Steel
05/10/2000 01:59:29 PM

Record Type: Record

To: Charles J. Payson/WHO/EOP@EOP
cc: See the distribution list at the bottom of this message
Subject: Briefing memo for Minnesota farm visit

The event will be held at the Hauer Farm located in Shakopee, MN about 15 miles outside of Minneapolis. The Hauer Farm is a medium-sized, family-run operation run by Gene Hauer and his son Terry. The Hauer Farm is a very diversified operation on 1400 acres. Crops include soybeans (700 acres), corn (400 acres), as well as wheat and oats. Additionally, the Hauer's run a small feeder operation with about 50 head of cattle. The region is an important agricultural one. Metropolitan expansion in this area is continuing to challenge family farm operations making new markets like China ever more important to the future viability of farming.] *

The event is designed to highlight the benefits of the China PNTR for American agriculture. Minnesota is one of the leading producers of agricultural products and a major exporter. Forest products are also important. For exports, Minnesota ranked seventh among all 50 states, with the value of agricultural products leaving the state estimated at \$2.4 billion in 1998. The exports help boost farm prices and income, while supporting jobs both on the farm and off the farm in food processing, storage and transportation. The following key products, soybeans and soybean oil and meal, feed corn, and beef and pork, are important to Minnesota and expected to reach some of the largest export gains from China's accession to the WTO.

Shakopee, MN is represented by Congressman David Minge, who strongly supports PNTR. The second district extends south and west from the outer suburbs of Minneapolis to the South Dakota and Iowa borders. Soybeans, corn, cattle, pork, poultry, dairy, and sugar beets are all produced in the district. Senator Gram is a supporter of the PNTR measure while Senator Wellstone is an outspoken opponent. Governor Ventura, who is unable to attend the event due to a previous commitment, strongly supports the measure. While the majority of Minnesota farm groups support China's PNTR, including the Farm Bureau, Corn Growers, Pork Producers, and Soybean Association, the Minnesota Farmers Union (MFU) has opposed the measure. The MFU has concerns over human rights issues in China. Additionally, the MFU advocates for Trade Adjustment Assistance for farmers to compensate for import surges as well as for lost export markets due to unfair competition. However, the MFU President Dave Frederickson supports your farm visit to Minnesota and is planning to attend the event.

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OPPORTUNITIES FROM CHINA'S ACCESSION TO THE WTO

Minnesota

The U.S.-China Bilateral Agreement on China's accession to the WTO opens an important market to Minnesota's exports, benefitting key industries and creating export and employment opportunities. The importance of exports to China and the benefits of the Agreement for Minnesota and its key industries are outlined below.

Export Profile

Minnesota's merchandise exports to China in 1998, totaling \$316 million, represented a 165 percent increase from the 1993 total of \$119 million.

With Minnesota's exports to China more than doubling between 1993 and 1998, China became Minnesota's 12th largest export destination, up ten places from the 22nd position in 1993.

Minnesota's exports to China are becoming more diversified with 1998 exports to China encompassing 25 product groups compared to 21 product groups in 1993. Reflecting the overall increase in Minnesota's exports to China, sales to China in several key Minnesota export categories more than doubled from 1993 to 1998.

Included in Minnesota's exports to China in 1998 were sales totaling \$254 million from businesses located in the Minneapolis-St. Paul, MN-WI, metro area—an increase of 122 percent over the 1993 level of \$114 million.

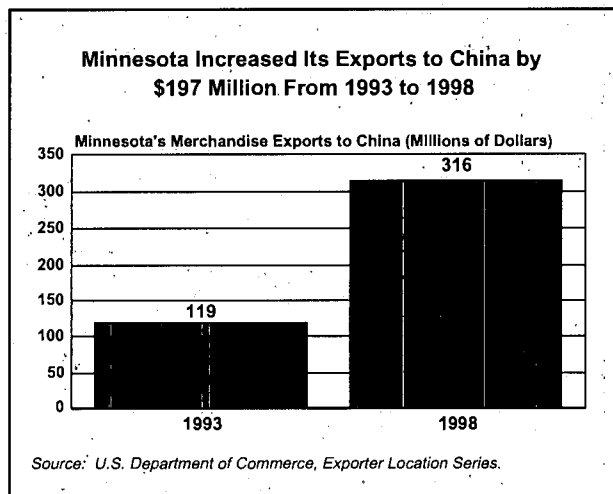
Sector Snapshot

- 1) U.S. farmers no longer will have to compete with export subsidies on China's agricultural products.
- 2) Also, China has agreed to eliminate sanitary and phytosanitary barriers that are not based on sound scientific evidence, such as the restrictions on meat and poultry. In addition, exporters will benefit from broadening the right to import and distribute imported products in China and from tariff cuts on a wide range of products including dairy products, raw hides, beef, pork, and vegetables, including sweet corn. China also will end its import monopoly for bulk commodities and establish large low-duty tariff-rate quotas for corn and soybean oil. Soybean oil will be totally removed from state trading in six years.

As a result of the Agreement, Minnesota's key export sectors benefit from reduced tariffs in China, strong intellectual property protection and improved trade rules protecting U.S. industries against unfair trade practices and removing burdensome obstacles, including:

- Tariff elimination for information technology products; toys. Major tariff reductions for agricultural equipment, wood products, special purpose vehicles, medical equipment, scientific and measuring instruments, pumps and compressors, construction equipment, metalworking machinery, rubber working machinery, engines, paper and printing machinery, power generation equipment, refrigerators, heating equipment, food processing machinery and environmental technology equipment.
- Low tariffs for most chemicals at WTO harmonization rates, including plastics.
- Elimination of import restrictions for products such as construction and medical equipment, and printing machinery.

The agreement will open the market for a wide range of services, including telecommunications, banking, insurance, financial, professional, hotel, restaurant, tourism, motion pictures, video distribution, software entertainment distribution, periodicals distribution, business, computer, environmental, and distribution and related services.



- more than 25x during life of this admin. - a more + more important unit.

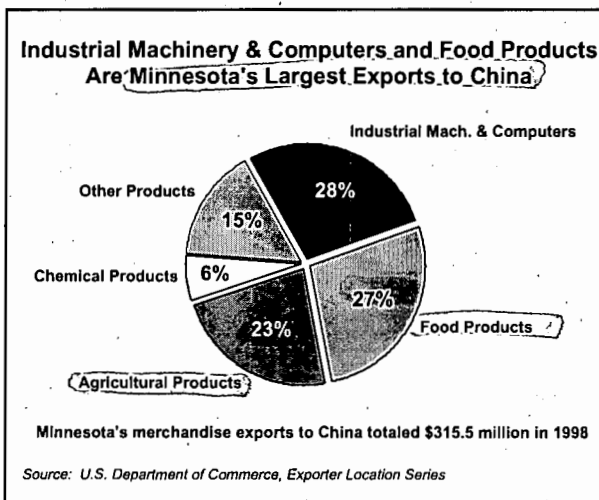
Key Industry Benefits

Information Technology

China will eliminate its duties for all information technology products, as defined by the WTO Information Technology Agreement (ITA), by January 1, 2005. These products include electronics, computers, fiber optic cable, and other telecommunications equipment. The current duties on information technology products average over 13 percent. All quotas on ITA products will be eliminated at the time of China's WTO accession. Within four years of its accession into the WTO, China will eliminate its tendering requirements for non-government purchases of ITA products. Trading and distribution rights for ITA products will be phased in over three years. China has agreed to apply tariffs uniformly and all taxes equally to domestic and foreign ITA businesses. This will alleviate the uncertainty associated with China's inconsistent application, refund, and waivers of its 17 percent value added tax. China has agreed that it will not condition import or investment approvals on technology transfer, or on conducting research and development in China.

Scientific and Measuring Instruments

China will reduce its tariffs on scientific instruments from an average of 12.1 percent to 6.1 percent. Reductions will commence upon accession and will be completed by January 1, 2003, in equal annual cuts. If WTO members agree to and adopt the medical and scientific equipment sectoral initiative that originated in APEC, China has committed to join this initiative and eliminate its tariffs on these products. Tendering requirements for non-government purchases of scientific instruments will be eliminated within four years of China's WTO accession. Trading and distribution rights for scientific instruments will be phased in over three years. China has agreed to implement the Agreement on Trade-Related Aspects of Intellectual Property Rights upon accession to the WTO.



Chemicals

This sector includes chemicals and chemical products such as cosmetics, pharmaceuticals, agricultural chemicals, resins, and plastics. China will reduce average tariffs on chemicals by more than half to an average rate of 6.9 percent by January 1, 2005. All priority U.S. chemical exports, as well as all products in the Chemical Tariff Harmonization Agreement of the Uruguay Round (CTHA) are included in the tariff reductions. In addition, China will eliminate all quotas on chemical products by 2002. Trading rights will be phased in over three years from accession for most chemicals. China will not apply or enforce export performance or local content requirements as a condition for importation or investment approval. China has agreed to apply tariffs uniformly and all taxes equally to domestic and foreign chemical product businesses. This will alleviate the uncertainty associated with China's inconsistent application, refund, and waivers of its 17 percent value added tax.

Heating, Ventilating, and Air Conditioning Machinery (HVAC) and Large Appliances

This category includes heaters, ventilators, air conditioners, washers, dryers, refrigerators, and centrifuges. China will reduce its tariffs on HVAC/large appliances from an average of 24.3 percent to an average of 15.2 percent by January 1, 2005. Quotas and licenses on air conditioners will be phased out by 2002 with an initial quota level of \$286 million. Quotas and licenses on refrigerators will be phased out by 2001 with an initial quota level of \$132 million. Quotas and licenses on washers will be phased out by 2001 with an initial quota level of \$7 million. All quota levels will grow 15 percent annually until eliminated. China will eliminate tendering requirements for non-government purchases of washers. Upon accession into the WTO, China will eliminate its tendering requirements for non-government purchases of centrifugal ventilators. Trading and distribution rights for HVAC and large appliances will be phased in over three years. China will not apply or enforce export performance or local content requirements as a condition for importation or investment approval. China has agreed to apply tariffs uniformly and all taxes equally to domestic and foreign HVAC and large appliance businesses. This will alleviate the uncertainty associated with China's inconsistent application, refund, and waivers of its 17 percent value added tax.

Beef and Pork

China currently imports very little beef, but income growth and rising demand from urban centers are expected to result in significantly increased demand for imports. China consumes far more pork than any other country, but its trade barriers have effectively closed its market to imports. Under its WTO accession agreement, China will lower its tariff from 45 percent to 12 percent on frozen beef cuts, and from 45 percent

to 25 percent on chilled beef, by 2004. It will also cut its tariffs on frozen pork cuts and beef and pork offal from 20 percent to 12 percent. There will be no quantity limits at these tariff levels. As a result of the 1999 U.S.-China Agreement on Agricultural Cooperation, China agreed to accept all beef and pork from the United States that is certified wholesome by USDA.

Dairy Products

China's dairy product consumption is rapidly increasing due to rising incomes and government promotion. China's milk production is also growing, but the domestic dairy sector is not expected to keep up with the growth in demand. Under its WTO accession agreement, China will cut its tariffs on selected dairy products by 2004. Specific reductions include: selected cheeses (from 50 percent to 12 percent); lactose (from 35 percent to 10 percent); and ice cream (from 45 percent to 19 percent). In recent years, the United States has supplied approximately one-fifth of China's dairy imports.

Feed Grains and Products

China's grain policies are becoming more market-oriented and its WTO accession commitments will speed up this process, opening up real long-term opportunities for foreign grain suppliers. China committed to a nominal 1 percent tariff on all grains imported within a tariff-rate quota (TRQ). The TRQ on corn will be initially set at 4.5 million metric tons and grow to 7.2 million metric tons by 2004. Private traders will be permitted to handle 25 percent of imports under the TRQ, growing to 40 percent. In calendar year 1999, China imported 70,000 metric tons of corn from all countries. China's commitment to end export subsidies will reduce its price competitiveness for corn in other markets.

Soybeans and Products

China is the world's largest growth market for soybeans and products, and has taken important steps

under its WTO accession agreement to open its market to these products. Tariffs will be bound at a low 3 percent on soybeans and 5 percent on soybean meal with no quota limits. For soybean oil, the tariff will drop to 9 percent, and the tariff-rate quota and state trading will be eliminated by 2006.

Accounting Services

China will provide market access and national treatment to foreign accounting firms. CPA licenses will be issued on a national treatment basis. China has also agreed to grandfather the existing level of market access already in effect at the time of China's accession for U.S. companies currently operating in China.

Environmental Services

For key environmental services, China will allow foreign service suppliers to provide environmental consultation through cross-border delivery. Other foreign environmental service providers may operate in China through a joint venture. China has also agreed to grandfather the existing level of market access already in effect at the time of China's accession for U.S. companies currently operating in China.

Trade Stories

Crystal Fresh, Inc. (Minneapolis) is a marketing company assisting in establishing a Sno Biz franchise chain in China in order to export Sno Biz's powder food flavorings and other Sno Biz products to the individual franchisees in China. After a year of negotiations, Crystal Fresh is about to make its first shipment to China with an order amounting to 5 percent of its total yearly revenue. Crystal Fresh believes that its sales to China may increase next year to as much as 10 percent of its total yearly revenue as more franchises are started.

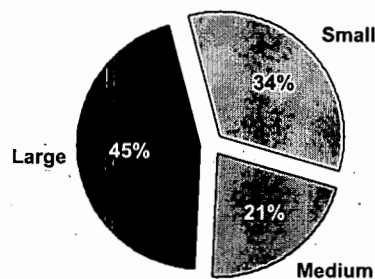
(Trade Stories continued on page 8)

ROLE OF SMEs IN EXPORTS TO CHINA

Small and medium-sized enterprises (SMEs) are responsible for a growing share of U.S. exports to China.

- In 1997, SMEs generated 35 percent—more than one-third—of all U.S. merchandise exports to China. This figure is up significantly from a 28 percent share in 1992.
- The 35 percent SME share of the China market in 1997 was higher than the SME share of overall U.S. merchandise exports (31 percent) in that year.
- More than half of all firms exporting from Minnesota to China in 1997 were small or medium-sized enterprises (fewer than 500 employees).

Small & Medium-Sized Companies Account for 55 Percent Of All Firms Exporting From Minnesota to China



228 companies exported merchandise from Minnesota to China in 1997. Definitions: small = fewer than 100 employees; medium = 100-499 employees; large = 500 or more employees. Source: 1997 Exporter Data Base, U.S. Department of Commerce.

Overview of China WTO Accession Benefits to the United States

The Agreement is a one-way deal that will open China's now largely closed market to U.S. exports. By enacting Permanent Normal Trade Relations (PNTR), the United States is merely maintaining the market access policies it already applies to China. If Congress enacts PNTR, the agreement is expected to provide a substantial boost for U.S. exports. If Congress fails to pass PNTR, American companies, workers and farmers will be denied the great bulk of benefits of the agreement the United States already negotiated—including broad new market access for critical services such as telecommunications and distribution, strong import protections, and the right to enforce China's commitments through WTO dispute settlement. Failure to enact PNTR means fewer U.S. exports to China. U.S. competitors in Europe, Asia and elsewhere will gain market share at the expense of U.S. exporters as these countries will enjoy the full benefits of China's market opening WTO commitments.

Deep cuts for tariffs in manufactured products sectors¹ affecting most U.S. exports—averaging an across-the-board 60 percent cut in tariffs for industrial products. Important gains include a 62.5 percent cut in tariffs for pulp, paper and printed material and elimination of tariffs for information technology products including electronics, telecommunications equipment, and computer equipment.

Tariff bindings for every sector. U.S. industries gain greater certainty of access with China's commitment not to raise tariffs on any products above the negotiated ceiling (bound) rates.

Huge reduction in paperwork costs—a boon to smaller exporters. Simplification, harmonization of customs procedures and licensing will slash costs of processing export orders.

Elimination of quotas and non-automatic licenses for all manufactured products by year 2005. Only a handful of quotas will remain after year 2003. While quotas are being phased out, the quota level will be higher than our current export levels and will increase by 15 percent each year until the quota is eliminated.

By joining the WTO, China is committing to establish a tariff-only import regime for **agricultural products**; all non-tariff barriers will be eliminated. Any other measure, such as inspection, testing, and domestic taxes, must be applied in a manner that is consistent with WTO rules requiring a transparent and nondiscriminatory system. All health-related restrictions must be based on sound science.

China also committed to implementing **agriculture tariff-rate quotas (TRQs)** on economic rather than political criteria. These commitments are designed to ensure a transparent and consistent system for allocating shares of the TRQ to end users and provisions to

ensure that quota-holders are not impeded in utilizing their allocations.

China has committed not to use **export subsidies** for agricultural products when it joins the WTO. This commitment is particularly useful for China's potential exports of corn, rice, and cotton, which in the past have displaced U.S. product from third-country markets.

Bilaterally, China agreed to the terms for removal of scientifically unjustified restrictions on importation of **U.S. wheat and other grains, citrus and meat.**

Foreign exchange balancing requirements—which link a company's level of imports to its level of exports—will be eliminated upon accession. This allows U.S. companies to make market-driven decisions about what to import and export instead of decisions driven by the Chinese government.

Local currency banking will be allowed starting with foreign clients upon accession, followed by Chinese enterprises two years after accession and Chinese individuals five years after accession. Foreign currency business will be allowed without geographic restrictions upon accession. China currently limits foreign banks to foreign currency business in selected cities.

Foreign securities firms may currently only trade in a limited number of stocks designated for foreign investors and then only via shared commissions. Upon accession, China will allow foreign firms to trade these shares with no Chinese intermediary. By three years after accession, foreign entities may establish securities joint ventures (JVs) with a minority equity share for foreign investors to underwrite all shares and corporate and government debt, and trade all these securities except those equity shares restricted to Chinese investors. Also upon accession, foreign entities may establish minority JVs to manage assets of all sorts.

Insurance licenses will be granted on a prudential basis, without numerical restrictions or discretionary economic needs tests. China currently only allows selected foreign companies (including four U.S. companies) to operate in China on a limited basis in only two cities.

Majority equity share for foreign non-life insurance entities will be permitted upon China's accession. Wholly owned subsidiaries will be allowed two years after accession. Life insurance joint ventures will be permitted at 50 percent equity share upon accession.

Easier access to and more control of distribution systems in China allowing U.S. companies to operate commission agents' services, franchising services, wholesaling, retailing and direct sales of their own products in three years post accession for almost all products.

Foreign companies will also be permitted greater control and access to other services related to distribution, including maintenance and repair, rental and leasing, advertising, technical testing and freight inspection, packaging, courier, storage and warehousing, and freight forwarding agency services.

The right to trade (import and export) will be permitted for almost all products within three years of accession. Currently, the right to trade is strictly limited; only companies that receive specific authorization or who import goods to be used in production have such rights.

Telecommunications services are currently not permitted to be supplied by foreigners in China. However, with its accession, China has agreed to allow foreign participation for both value-added and basic services. China has also agreed to undertake all the obligations contained in the WTO Reference Paper on pro-competitive regulatory principles. Telecom services which foreigners can supply under the Agreement include e-mail, voice mail, online information and database retrieval, facsimile, paging, cellular, and internet services via any technology including satellites.

Professional service providers will now be permitted to operate in China and receive national treatment for accounting, auditing, bookkeeping, management consulting, legal, tax consulting, architectural, engineering, and computer services.

The elimination of local content requirements will result in better access for U.S. exports and eliminate unfair incentives or requirements to use domestic goods.

U.S. exports and investments will be free from government-imposed conditions such as technology transfer, research and development in China, and offsets. Upon China's accession, such conditions may only be negotiated between the parties to a contract and not imposed or enforced by the government.

U.S. companies can sell their products in China and not be forced to export a certain percentage back to the United States or elsewhere. This eliminates the non-market incentive to use China as an export platform.

State-owned and state-invested enterprises will be required to buy and sell based on commercial considerations, making the purchase process more market-driven and transparent for U.S. companies and will provide new sales opportunities to U.S. firms.

China has agreed to establish **judicial review** procedures for the prompt review of all administrative actions relating to the implementation of laws, regulations, judicial decisions and administrative rulings related to its WTO obligations. The tribunals will be independent of the agencies entrusted with administrative enforcement.

Greatly improved enforcement of China's commitments through the WTO dispute settlement process. The United States will now have allies in other WTO members to address violations of international trade norms.

Current U.S. practice of using a special, non-market economy methodology when calculating dumping margins in **antidumping investigations** involving imports from China will remain in effect for 15 years. Chinese industries will continue to have the burden of proving to the U.S. government that market economy conditions prevail in their industry to avoid application of this methodology.

China will apply its trade-related laws **uniformly** throughout all of China including land and seaports.

China will be required to apply equally the value-added tax (currently at 17 percent for most products) to domestic goods as well as imports under the WTO **national treatment** provisions.

The United States will have access to a **product-specific safeguard mechanism** for 12 years which will allow the U.S. to address more easily any rapidly increasing Chinese imports in a targeted fashion in cases of actual or threatened market disruption to a U.S. industry.

China has agreed to incorporate into the WTO a **textile-specific safeguard** drawn from the U.S.-China Bilateral Textile Agreement.

¹For more information on tariff reductions, see tariff summary table.

ADDITIONAL INFORMATION AND ASSISTANCE

The reports for each of the 50 states are available at www.chinapntr.gov, as well as supplemental information on the benefits of China's membership in the World Trade Organization for U.S. industry and agriculture. Additional information on agricultural products is available from www.fas.usda.gov and speeches and testimony are provided on www.ustr.gov.

For counseling and assistance regarding exporting to China, call the Trade Information Center at 1-800-USA TRAD(E) or the Agriculture FAS Trade Assistance Office at 202-720-7420.

To discuss problems you are experiencing in exporting to China or a Chinese trade barrier you are encountering that is limiting your ability to export, please contact the Commerce Department's Trade Compliance Center. The fastest means to contact the Trade Compliance Center is the internet at <http://www.mac.doc.gov/tcc>. It can be reached also via e-mail (tcc@ita.doc.gov), fax (202-482-6097), or phone (202-482-1191).

Key Industry Tariff Reductions Resulting from the Agreement

Product Description	Average Base Rate ¹	Average End Rate ²	Percent Change	Product Description	Average Base Rate ¹	Average End Rate ²	Percent Change
Agriculture equipment	11.5	5.7	50.4	Nonferrous metals	9.3	6.6	29.0
Auto parts	23.4	10.0	57.2	Aluminum	14.2	9.4	34.0
Beer	70.0	0	100.0	Oil and fuel	7.4	4.9	33.7
Building materials	16.4	14.1	14.0	Paper and printing machinery	14.3	10.8	24.5
Glass fibers	16.0	7.0	56.2	Photographic equipment	19.4	14.7	24.2
Chemicals	11.1	6.9	37.8	Power generation equipment including batteries	13.4	8.5	36.6
Cosmetics	29.3	11.9	59.3	Precious metals	13.8	11.0	20.0
Fertilizers	5.0	4.0	20.0	Prefabricated buildings	22.0	10.0	54.5
Pharmaceuticals	9.6	4.2	56.2	Pulp, paper and printed material	14.4	5.4	62.5
Soda ash	9.0	5.5	38.8	Railway equipment	5.7	4.4	22.8
Civil aircraft	14.7	8.1	44.9	Recorded media	10.0	6.8	32.0
Compressors and pumps	15.5	9.0	41.9	Rubber products	14.5	11.4	21.4
Construction equipment	13.6	6.3	53.7	Rubber- and plastic-working machinery	15.7	7.7	50.9
Distilled spirits	60.8	34.2	44.0	Scientific and measuring equipment	12.1	6.1	49.6
Engines	12.4	7.9	36.2	Small household appliances	31.2	24.7	20.8
Environmental technologies equipment	13.4	6.9	48.5	Special purpose vehicles	17.4	12.4	28.7
Fish	20.5	11.4	44.3	Specialized machinery	14.0	8.4	40.0
Food processing machinery	13.5	9.8	27.4	Steel	10.3	6.1	40.7
Footwear	25.0	20.8	16.8	Telecommunications equipment not covered under ITA ⁴	24.0	17.2	28.3
Footwear machinery	11.5	8.4	26.9	Optical fibers	13.5	2.5	81.4
Furniture	22.0	0	100.0	Textiles and apparel	27.1	11.7	56.8
Heavy machinery	14.5	7.8	46.2	Synthetic yarn	18.1	5.0	72.3
Husbandry machinery	10.3	7.3	29.1	Toys	23.0	0	100.0
HVAC ³	24.3	15.2	37.4	Trailers	13.8	10.0	27.5
Information technology covered under ITA ⁴	13.5	0	100.0	Trucks	31.5	18.5	41.2
Laboratory machinery	12.9	10.2	20.9	Vending machines	23.0	13.6	40.8
Leather	18.7	16.2	13.3	Welding machines	14.8	9.8	33.7
Machinery parts	8.1	4.7	41.9	Wood	12.5	4.6	63.2
Medical equipment	9.9	4.4	55.5				
Metalworking machinery	15.1	11.4	24.5				
Molds	10.2	7.3	28.4				
Motorcycles	58.3	41.7	28.5				
Motor vehicles	75.9	23.6	68.9				
Passenger motor vehicles	84.1	25.0	70.0				

¹Average 1997-98 applied duties for each product category. Reductions will be made from the 1997-98 base rate for each tariff line. Most cuts will be made in equal annual increments.

²Average end rate for each product category which will be attained once China phases in all duty reductions agreed bilaterally with the United States. All reductions will be completed by January 1, 2008, with 70 percent of all reductions on industrial goods achieved by 2003 and 98 percent of all industrial duty reductions by 2005. China's agreements with other countries may result in lower rates and shorter staging.

³Includes heaters, ventilators, air conditioners, washers, refrigerators, centrifuges/dryers.

⁴WTO Information Technology Agreement (ITA), implemented in July 1997.

Key Agricultural Tariff Reductions Resulting from the Agreement

Product Description	Base Rate 1997-98 ¹	End Rate ²	Percent Change	Product Description	Base Rate 1997-98 ¹	End Rate ²	Percent Change
Beef	45	12	73.3	Pecans	35	10	71.4
Pork	20	12	40.0	Pistachios	35	10	71.4
Poultry	20	10	50.0	Cheese	50	12	76.0
Oranges	40	12	70.0	Lactose	35	10	71.4
Grapefruit	40	12	70.0	Ice cream	45	19	57.8
Lemons	40	12	70.0	Yogurt	50	10	80.0
Apples	30	10	66.7	Hop cone pellets	30	10	66.7
Cherries	30	10	66.7	Hop extracts	20	10	50.0
Grapes	40	13	67.5	Ginseng	40	10	75.0
Pears	30	10	66.7	Soybean flour	40	15	62.5
Peaches	30	10	66.7	Potatoes: Frozen hash browns	25	13	48.0
Canned peaches	30	10	66.7	Potato flour, meal and flakes	30	15	50.0
Raisins	40	10	75.0	Potato chips	25	15	40.0
Orange/grapefruit juices	35	15	57.1	Yellow grease	40	10	75.0
Celery	13	10	23.1	Soup	45	15	66.7
Lettuce	16	10	37.5	Pet food	30	15	50.0
Cauliflower	13	10	23.1	Wine	65	20	69.2
Broccoli	13	10	23.1	Protein concentrates	45	10	77.8
Frozen mixed vegetables	13	10	23.1	Water-based drinks with sugar	65	20	69.2
Frozen sweet corn	13	10	23.1	Other water-based drinks	50	35	30.0
Tomato paste	25	20	20.0	Cigarettes	65	25	61.5
Tomato ketchup	30	15	50.0	Tobacco	40	10	75.0
Almonds	30	10	66.7				
Hazelnuts	35	10	71.4				

¹Base rate: 1998 current applied duty from which reductions will be made.

²End rate: End rate that will be attained by January 1, 2004, when China finishes phasing in all agricultural duty reductions agreed bilaterally with the United States. China's agreements with other countries may result in lower rates and shorter staging for some products.

Key Agricultural Tariff Rate Quotas (TRQ)

Product Description	Initial TRQ (million metric tons)	2004 TRQ (million metric tons)	Private Share (percent)	1999 Chinese Imports ³ (metric tons)
Wheat	7.3	9.6	10	448,000
Corn	4.5	7.2	25 growing to 40	70,000
Rice				168,000
Short/medium grain	1.3	2.6	50	
Long grain	1.3	2.6	10	
Cotton	0.743	0.9	67	46,000
Soybean oil ⁴	1.71	3.2	50 growing to 90	804,000

³Import data from China Customs Administration, on a calendar year basis.

⁴TRQ quantity and private share will be phased in by 2005. On January 1, 2006, China will eliminate the TRQ and state trading for soybean oil, with nothing but a 9 percent duty remaining.

(Trade Stories continued from page 3)

American Medical Systems, Inc. (Minnetonka) designs, develops, manufactures, and distributes implantable devices and services for use by urologists in more than 50 countries. AMS concluded an agreement with a Chinese distributor in January 2000 and has already made \$50,000 in sales in the first three months in China. AMS believes that there is great potential for its products and services in the Chinese market and reports that Chinese doctors are very excited about using these high-quality American products in their medical procedures.

ADC Telecommunications (Minnetonka) is a leading global supplier of transmission and networking systems for telecommunications. ADC currently achieves approximately 20 percent of its annual revenues from international markets, with revenues from China representing 1 to 2 percent of ADC's total revenue. The company has been doing business in China for several years, primarily through exporting from the United States but also through a manufacturing joint venture. ADC has experienced some difficulty at the Chinese central government level regarding the company's efforts to protect and enforce its intellectual property rights. Under the WTO, China will be required to enforce the rules of the Agreement on Trade-Related Aspects of Intellectual Property Rights and, thus, will improve ADC's ability to enforce its intellectual property rights in China. China's membership in the WTO will also require China to open its market to non-Chinese companies and reduce tariffs, "buy local" directives, paperwork, and the number of government entities that become involved in business decisions. ADC expects its shipments to China to increase substantially as a result of the telecommunications reform that China has agreed to pursue if it is admitted to the WTO.

Auto Tech International, L.L.C. (Minneapolis) has been exporting refurbished computers and other equipment such as automatic teller machines for the banking industry for the last five years. More than 50 percent of the company's annual revenue is derived directly from its export sales to China. Auto Tech's sales to China are growing exponentially each year, and the company is currently selling products to nine companies, including the Bank of China.



U.S. Department of Agriculture
Foreign Agricultural Service
February 2000

Permanent Normal Trade Relations with China What's at Stake for Minnesota?

Minnesota is one of the leading producers of agricultural products and a major exporter. Forest products are also important. The state's farm cash receipts and forest product shipments totaled \$7.7 billion in 1998 and \$2.6 billion in 1996, respectively. As for exports, Minnesota ranked seventh among all 50 states, with the value of agricultural products leaving the state estimated at \$2.4 billion in 1998. These exports help boost farm prices and income, while supporting jobs both on the farm and off the farm in food processing, storage, and transportation.

Trade Benefits

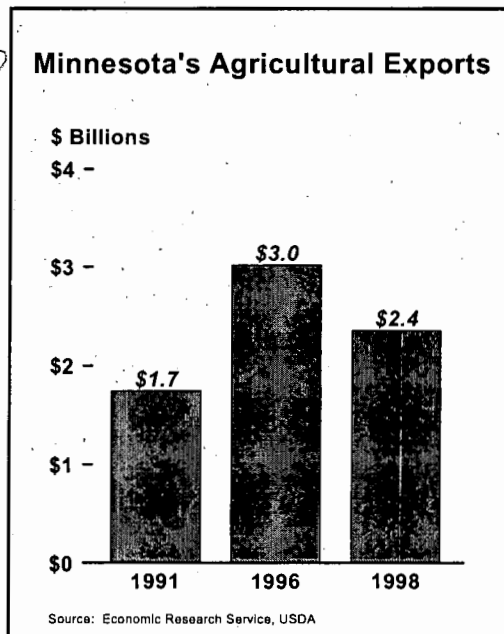
The following key products are important to Minnesota, and expected to reap some of the largest export gains from China's accession to the World Trade Organization (WTO).

Soybeans and Products As the nation's third-largest soybean producer, Minnesota's soybeans and product exports worldwide were estimated at \$857 million in 1998. China is the world's largest growth market for soybeans and products, and has taken important steps

under its WTO accession agreement to open its market to these products. Tariffs will be bound at a low 3 percent on soybeans and 5 percent on soybean meal with no quota limits. For soybean oil, the tariff will drop to 9 percent, and the tariff-rate quota and state trading will be eliminated by 2006.

Feed Corn As the nation's fourth largest feed corn producer, Minnesota's coarse grain exports worldwide were estimated at \$557 million in 1998. China's grain policies are becoming more market-oriented and its WTO accession commitments will speed up this process, opening up real long-term opportunities for foreign grain suppliers. China committed to a nominal 1-percent tariff on all grains imported within a tariff-rate quota (TRQ). The TRQ on corn will be initially set at 4.5 million metric tons and grow to 7.2 million metric tons by 2004. Private traders will be permitted to handle 25 percent of imports under the TRQ, growing to 40 percent. In 1998, China imported less than 250,000 metric tons of corn from all countries. China's commitment to end export subsidies will reduce its price competitiveness for corn in other markets.

Beef and Pork Minnesota has some of the largest hog and cattle inventories in the nation. Its live animal and red meat exports worldwide were estimated at \$231 million in 1998. China currently imports very little beef, but income growth and rising demand from urban centers are expected to result in significantly increased demand for imports. China consumes far more pork than any other country, but its trade barriers have effectively closed its market to imports. Under its WTO accession agreement, China will lower its tariff from 45 percent to 12 percent on frozen



beef cuts, and from 45 percent to 25 percent on chilled beef, by 2004. It will also cut its tariffs on frozen pork cuts and beef and pork offal from 20 percent to 12 percent. There will be no quantity limits at these tariff levels. As a result of the 1999 U.S.-China bilateral agreement, China agreed to accept all beef and pork from the United States that is certified wholesome by USDA.

Vegetables Minnesota also has a large vegetable industry, and is the top grower of sweet corn and peas and a large carrot producer. Its fresh and processed vegetable and product exports worldwide were estimated at \$192 million in 1998. Under its WTO accession agreement, China's tariffs on vegetables will drop up to 60 percent, depending on the product, by 2004. For example, existing tariffs of 16 percent on lettuce and 13 percent on broccoli, celery, frozen sweet corn, and mixed vegetables will fall to 10 percent. Tariffs on canned tomato paste will fall from 25 percent to 20 percent. Deeper cuts are planned for canned sweet corn and tomato ketchup. Tariffs on these products, now set at 25 percent and 30 percent, will fall to 10 percent and 15 percent, respectively.

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Minnesota: Second District

Rep. David Minge (DFL)

Last Updated June 1, 1999

West of the Mississippi and Minnesota rivers, where the plains rise above the gorges that the rivers have cut through them, is the great farming country of southwestern Minnesota. This is where Laura Ingalls Wilder's family came on the way west from their little house in the big woods in Wisconsin to the "Little House on the Prairie" in South Dakota, and stopped by the shores of Plum Creek, near Walnut Grove, Minnesota, not long after the Indians were forced out by U.S. troops following the Dakota rebellion of 1862. The creeks and rivers cut crevasses into these plains, spotted with occasional hills and towns settled more than 100 years ago by Yankee, German and Scandinavian farmers. This is a hard place to make a living. Laura's family, after all their struggles, left the farm for town as soon as they could. Even in the 1990s, farmers still toil against the elements to make a profitable living, and even their successes hurt; with higher productivity, fewer people live on the land or even in town.



Minnesota at a Glance

For district profiles and additional information on the elected officials of Minnesota, please use the pull-down menu above.

The 2d Congressional District takes in roughly the southwestern quadrant of the state. The farm counties slowly have become depopulated, as young people move off farms into small towns and, more often, to the Twin Cities or other big metro areas. The 2d District's boundaries were shifted eastward after the 1990 Census and now take in outlying counties and townships of the Twin Cities metro area. Some, around Chanhassen and Shakopee, southwest of Minneapolis, are relatively high income areas. Others, farther out, like Waverly where Hubert Humphrey had his lakeside home, are more humble--places where modest-income young families are moving into what was once open countryside punctuated by small villages. This outlying part of the Twin Cities metro area and media market was the heartland of support for Jesse Ventura's Reform Party candidacy for governor in 1998 and, with turnout sharply rising, cast 48% of the district's votes that year.

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The congressman from the 2d District is David Minge (pronounced with a hard G), a "common sense Democrat," as he puts it, first elected in 1992. Minge is close to a personification of "Minnesota nice," a Norwegian-American with the quiet earnestness and pleasantness which permeate life in Minnesota. He grew up in Worthington, the son of a doctor who became a medical missionary, practiced law in Minneapolis, taught law for seven years in Wyoming and worked briefly on Capitol Hill. Then he returned to Minnesota to practice law in Montevideo, the town where Walter Mondale grew up, where he worked with community organizations to clean up the Minnesota River and resettle Vietnamese refugees and served on the school board.

In 1992, Minge decided to run against Congressman Vin Weber, one of the leading-edge Republican conservatives in the House. But Weber had overdrafts on the House bank and decided to retire. Against conservative state legislator Cal Ludeman, the Republican nominee for governor in 1986, Minge campaigned with less money but more energy, riding 500 miles on his bicycle and stopping in 47 towns in nine days. He attacked Ludeman for voting against minimum wages, drug abuse programs, and federal disaster relief, and called for handling the deficit with a commission like the one Congress used for military base closings, and for a "unified" national health care plan. Bill Clinton carried the district 37%-35%, and Minge won 47.9%-47.7%. Ludeman was proclaimed the winner on election night, but Minge, with Norwegian stoicism, went to sleep and woke up to find out he had won by 569 votes.

Minge was one of the founders of the conservative Blue Dog Democrats and is a co-chairman of the House Porkbusters Coalition; he voted against the 1998 transportation bill though it funded projects in his district. His middle-of-the-House voting record includes support for early unpopular Clinton bills, but his energy seemed directed more at budget issues; he supported the balanced budget amendment, line-item veto and, on the Budget Committee since 1997, the Blue Dog budget which was a model for the 1997 balanced budget agreement. He brags about returning \$620,000 in salary increases and office allowances to the Treasury and promised to serve no more than six terms. When the balanced budget was achieved in 1998, he responded with Minnesota-nice caution (though with metaphors more effusive than Minnesota), "The victory party had best be modest. We need to redouble our efforts to build a much sturdier financial structure. The El Nino of baby boom retirements is about to hit, and we are living in a sod house on the prairie."

Minge supported the 1996 Freedom to Farm Act, but with enough reservations to vote against the House version. As corn, soybean and hog prices slumped in 1998, he moved to reopen the law from his post as ranking Democrat on the General Farm Commodities Subcommittee. He wanted improved marketing loan and crop insurance programs to help farmers manage risks. He strongly backs the Conservation Reserve Program, and helped write a CRP Enhancement program to pay farmers to idle environmentally-sensitive land along rivers to prevent topsoil erosion and

Shrader
 Johns
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 RE: Apartment

other runoff. Like many farm state Republicans, he called for expanding trade and supported the IMF funding bill. He also supported Republicans' bill for early payment of \$5.5 billion in phase-out payments for farmers, but added, "It's more like offering chicken soup when you are sick. It can't hurt. It may make you feel better." In tones redolent of the prairie politicians of 100 years ago, he expressed unease about corporate mergers, citing the big delays getting wheat to market after Union Pacific bought two other lines, the purchase by grain-trader Cargill of Continental, and the smaller number of meat-packers ready to buy livestock. He met with antitrust and agriculture officials to see if something could be done, but tried not to demagogue constituents in town meetings: "People shouldn't lose faith, even if they look at prices that seem so blatantly wrong."

Minge has continued to ride his bicycle through the district every year, and has won re-election with increasing margins every two years. In 1994 he won 52%-45% and in 1996, against the same candidate, 55%-41%. In 1998, he faced a challenge from a retired Air Force colonel who accused him of not being conservative enough, and a challenge from Jesse Ventura's Reform party, which fielded a candidate here and whose new voters in the Twin Cities media market showed little affection for the old DFL. Outside the Twin Cities media market, Minge ran far ahead, 63%-34%. Inside, it was closer, but he still prevailed, 51%-42%, for a 57%-38% victory overall--his best yet.

In April 1999, Minge announced he was forming an exploratory committee to challenge Senator Rod Grams in 2000. He began his campaign by denouncing "extremism of every type" and said he would focus on the debt, Social Security, health insurance and education.

Cook's Call:

Potentially Competitive. This very marginal district gave Minge some trouble in the early 1990's, but his middle of the road voting record and down-home style have helped him to gain a pretty solid foundation here. A down year for Democrats could make Minge vulnerable, but, after surviving the 1994 election and an onslaught of Republican money in 1998, he looks good for 2000. If Minge runs for Senate in 2000, holding onto this district could be a real problem for Democrats.

The People:

- Pop. 1990: 546,890
- 59.6% rural; 16.2% age 65+;
- 98.6% White, 0.1% Black, 0.5% Asian, 0.4% Amer. Indian, 0.9% Hispanic origin; 0.5% Other.
- Households: 64.4% married couple families; 32.3% married couple fams. w. children; 36.9% college educ.; median household income: \$26,937; per capita income: \$12,043; median gross rent: \$247; median house value: \$54,700.

1996 Presidential Vote

Clinton (D)	120,652	(45%)
Dole (R)	105,205	(39%)
Perot (I)	38,117	(14%)

1992 Presidential Vote

Clinton (D)	103,246	(37%)
Bush (R)	97,867	(35%)
Perot (I)	79,442	(28%)

[Click here for more on Rep. David Minge \(DFL\).](#)



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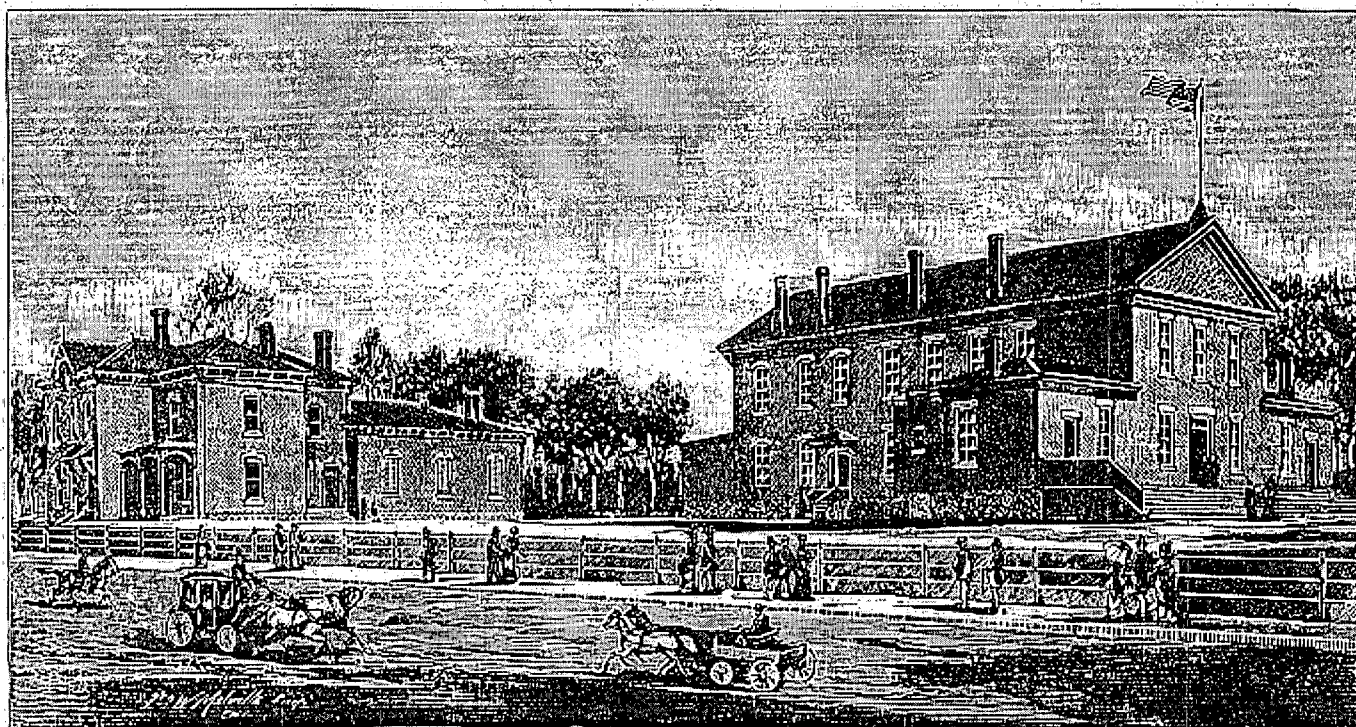
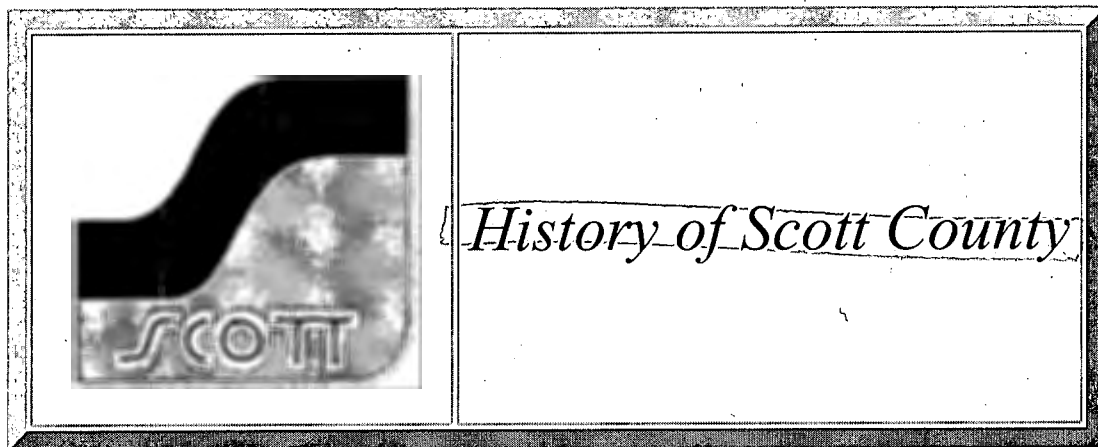
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SHERIFF'S RESIDENCE, JAIL, AND COURT HOUSE OF SCOTT COUNTY

The territory of Minnesota was organized by an Act of Congress passed on March 3, 1849. By this Act, the inhabitants of the new territory were accorded the same rights and privileges that had previously been given to the residents of the Territory of Wisconsin. The State Constitution was adopted on October 13, 1857, but Minnesota was not admitted to the Union as a State until May 11, 1858.

Scott County was established and organized by an Act passed in the legislature on March 5, 1853.

Scott County, with an area of 375 square miles, is located southeast of the central part of Minnesota, bordering on the southeast bank of the Minnesota River. It was named for General Winfield Scott, (see below) officer of the War of 1812, Commander of the United States Army during the Mexican War, an unsuccessful Whig candidate for the presidency in 1852. General Scott never visited the area, which was to be named for him, but in 1824 he was only a few miles away when he made an official inspection of Fort Snelling.



The chief communities of the county are: Shakopee, (platted in 1854, incorporated as a city in 1857, reincorporated as a city in 1870); New Prague, (partly in Le Sueur County, founded in 1856, incorporated as a village in 1877, as a city in 1891); Belle Plaine (the only borough in the state) founded in 1854, incorporated as a borough in 1873, incorporated as a city in 1974; and Jordan (platted in 1854, incorporated as a village in 1872, and as a city in 1891); New Market (organized as Jackson township May 1858, renamed New Market October 12, 1858); Savage, (platted in 1857, incorporated as a City in 1858; Prior Lake (platted in 1875, incorporated as a city in 1891).

Other railroad points or neighborhood centers were: Barden, Blakeley, Eidswold; Elko, Lydia, Marystown, Merriam Junction, and St. Patrick. Grainwood was a summer resort, and Mudbaden a health resort. Savage was formerly a horse training and racing center.

For many generations, the present site of Shakopee, (the county seat), was the site of a Sioux village which was ruled by a hereditary line of chiefs, bearing the name of Shakpay or Shakopee (six). The first of these chiefs which we have mentioned, was Le Demi Douzen (the half dozen), who attended the conference with Zebulon M. Pike at the mouth of the Minnesota in 1805. At the time of the arrival of the first settlers, the Shakopee village, Tintonwan, Tintaton, or Teen-tah-o-ton (the village on the prairie), numbered about eight hundred people.

Several early Minnesota Explorers followed the Minnesota River westward, thus passing along the northwest boundary of what is now Scott County.

The first was probably Pierre Charles Le Sueur, a Canadian-born Frenchman. Le Sueur was at Fort St. Antoine, on the east shore of Lake Pepin, with Perrot in 1689, and was one of the witnesses to the proclamation claiming the entire upper Mississippi valley in the name of the King of France.

Traders and missionaries located at or near the village of Chief Shakopee at early dates. Oliver Faribault is said to have located on the site as a trader in 1844. His father, Jean Baptiste Faribault, for whom a Minnesota county is named, had a post at Little Rapids above Carver as early as 1803. Hazen Mooers was engaged as a trader in the Shakopee vicinity in the late forties. His son John was appointed government farmer to the Indians here. The Reverend Samuel W. Pond, who with his brother Gideon II, came to Minnesota as a missionary in 1834, settled at Shakopee in 1847. His home was the first frame building in

the valley. Thomas A. Holmes, a well known townsite promoter, opened a trading store on the site of Shakopee in 1851 and he is credited with being the actual founder of the city. With him came John McKenzie and Emerson Shumway to help build the cabin. Assistance was also given by Daniel Apgar who arrived before it was completed. These men were soon joined by John C. Somerville, Arnold Graffenstatt, and R. Lewis.

Not long after Holmes arrived, David Faribault attempted to start a rival settlement about a mile and a half further east. A few French and mixed blood families gathered about him and built a few cabins, but the effort was short lived.

Beginning in 1854, the influx of settlement increased rapidly. Many of the early settlers, as may be seen by their characteristic Yankee names, were typical Americans from the older states. Later the Germans, Irish, Bohemians, and Scandinavian immigration was to be an important factor in the progress of the county.

An excursion party from Fort Snelling went up the Minnesota by steamboat to Shakopee's village in June 1842, and in 1850 three boats carried excursions upstream and "demonstrated the navigability of the Minnesota River". By 1854, the number of steamboat arrivals and departures at St. Paul from the Minnesota River, reached the hundred mark. Almost four times that number were recorded in 1858. The greater part of southern Minnesota was opened to settlement by treaties with the Sioux Indian signed at Mendota and at Traverse des Sioux (near St. Peter), in 1851 and proclaimed by President Millard Fillmore in 1853. The Indians were moved to a reservation on the upper river. Many of them continued to return to their old hunting grounds during the summer months. About 150 members of Shakopee's band were camped near the village that bears his name in May 1858 when they were attacked by hostile Chippewa. A bloody battle followed, and the Chippewa finally retreated, leaving for their homes to the north. This was the last of a long series of conflicts between the two great Indian tribes of Minnesota.

The area of Scott County was not involved in the Great Sioux Outbreak of 1862. One of the leaders of the Indians was Little Six, who had become chief of the band in 1860. This chief and Medicine Bottle, were captured by John McKenzie, and hanged at Fort Snelling in 1863 for the murder of Philander Prescott during the outbreak.

Scott County was established by an act of the legislature on March 5, 1853. The boundaries coincided roughly with the present boundaries, but included a considerable area to the south. On February 20, 1855, the area was greatly reduced. Until 1871, there was a dispute between the boundary line of Scott and Dakota counties.

The first officers appointed by Governor Alexander Ramsey in 1853 were: commissioners - Thomas S. Turner (Chairman), Franklin Wasson, and Comfort Barnes; sheriff - Ai G. Apgar; justice of the peace - Daniel Apgar. At the first meeting, (held on April 29, 1853, in a stone building), the county board named Daniel Apgar the judge of probate, and William H. Nobles as the county surveyor. It also made Scott County one election precinct and ordered that an election be held at the home of Franklin Wasson in Shakopee. This election was held on the second Tuesday of October 1853.

The system of county government in Minnesota was reorganized by the township act passed by the legislature in 1858. The Scott County commissioners met on April 5 to establish twelve townships. The twelve chairmen of these townships were to constitute a board of county supervisors, whose first meeting was July 5, 1858. The supervisor system proved cumbersome and the commissioner system was resumed in 1860.

The county seat was established in Shakopee in 1854, and block 56 was donated by D.L. Fuller and Thomas Holmes to be used for public buildings. The county seat has since remained at Shakopee, although

several attempts have been made to remove it to Jordan or Lydia.


A stage line was established between St. Paul and Shakopee in 1853, and a ferry across the river at Shakopee opened the same year. H. A. Holmes was appointed postmaster at Shakopee on December 10, 1854, but the office was not opened until a month later. The Shakopee Independent was established in 1854. The first petition for a school district was granted by the county commissioners on July 2, 1855; the first sale of tax delinquent real estate was in April 1858; and the first license for an auctioneer was issued by the board on May 12, 1862. The first churches in the county were in Shakopee: the Methodist Episcopal, organized in 1853; St. Peter's Episcopal and St. Mark's Catholic, organized in 1854; the Presbyterian by the Rev. Samuel W. Pond in 1855; and St. John's Evangelical Lutheran in 1859.

In August 1862, the county commissioners of Scott County appropriated \$10,000 as a fund to encourage enlistment in the United States Volunteer Army.

The river and the trails (which gradually emerged as highways), were the only routes of transportation for nearly two decades after the real settlement of the county began. A railroad through the county was projected as early as March 2, 1855, when a charter was granted to the Root River Valley and Southern Minnesota Railroad Company. One of its routes was from the Twin Cities to Shakopee, up the valley, crossing the Minnesota River at St. Peter, on to Mankato and then to the Iowa line. The name was changed to the Southern Minnesota Railroad in 1857. Nearly forty miles had been graded up the valley from Mendota when the financial panic of 1857 put an end to further construction. The Minnesota Valley Railroad on March 4, 1864, succeeded the Southern Minnesota, and started work on the old road bed. The construction train, drawn by old number 1 engine (the "Mankato"), reached Shakopee on November 11, 1865. Regular traffic was opened between that town and Mendota five days later. In 1869 the name was changed to the St. Paul and Sioux City Railroad Company. That year a bridge was built across the Mississippi near Mendota. Le Mars, Iowa was reached in 1871, where connection was made with the Iowa Falls and Sioux City railroad at Sioux City. The line is now a part of the Chicago, St. Paul, Minneapolis, and Omaha system.

The first railroad shops for the Minnesota Valley Company were opened at Shakopee in 1867. They were destroyed by fire in 1872, entailing a loss of \$100,000.00, but were at once rebuilt. The machine shops were removed to St. Paul in 1882. A new car shop was erected that year, but was discontinued in 1883. The machinery and some of the men were transferred to Hudson, Wisconsin.

In 1871, the Hastings and Dakota, (now a part of the Chicago, Milwaukee, St. Paul, and Pacific Railroad), was put through the county forming a junction with the Omaha at Shakopee. With a change at the eastern terminus, this road followed a route not differing greatly from that surveyed for the Mininger, St. Peter, and Western Railroad in 1857. The population of Scott County increased from 4,595 in 1860, to 14,116 in 1930. The people were predominately native born. The foreign born population in 1930 numbered 1,230 and included 579 Germans, 286 Czechoslovakians, 95 Norwegians, 44 Swedes, 34 Irishmen, 32 Canadians, 26 Danes, 22 Russians, 21 Austrians, 12 Hollanders, 12 British, 12 Swiss, 10 Poles, and 44 of other nationalities.

ag. history

Scott County was almost exclusively agricultural. The early settlers first raised food for their own families and fodder for their stock with a little surplus to sell or barter for such food, staples, clothing, and supplies as they could not produce. Soon wheat was the principal crop, although the acreage of corn and potatoes increased and there was a growing interest in dairy cattle, oxen, and swine. In 1879, Scott County led the state in the production of flax. About that time, coincident with a diminishing yield per acre of wheat, attention was turned more and more to diversified farming, a trend which was particularly marked after the introduction of cooperative creameries in the nineties.

In 1934, the principal field crops were corn and oats, but enough winter wheat was raised to give the county third place in the state in acreage of that cereal. Major attention is paid to cattle and swine raising, and dairying. For a period the sugar beet crop was important but the acreage has gradually declined.

The principal industrial establishments in the county in 1930, were flour mills, breweries, creameries, print shops, a wagon shop, a bottling works, a foundry and range factory, a lime kiln, and a brickyard.

The U.S. Bureau of Census, Population Bulletin, dated 1970, indicated that 11,981 people were employed in the following areas: professional and technical services; sales workers; manager and administration; clerical and kindred workers; craftsmen and kindred workers; operatives, except transportation; laborers, except farm; farm laborers and foremen; service workers; and private household workers.

As of the April 1, 1994 Census, Scott County contains a population of 61,960 within 365 square miles. It is located 25 miles southwest of Minneapolis and is part of the seven-county metropolitan area.

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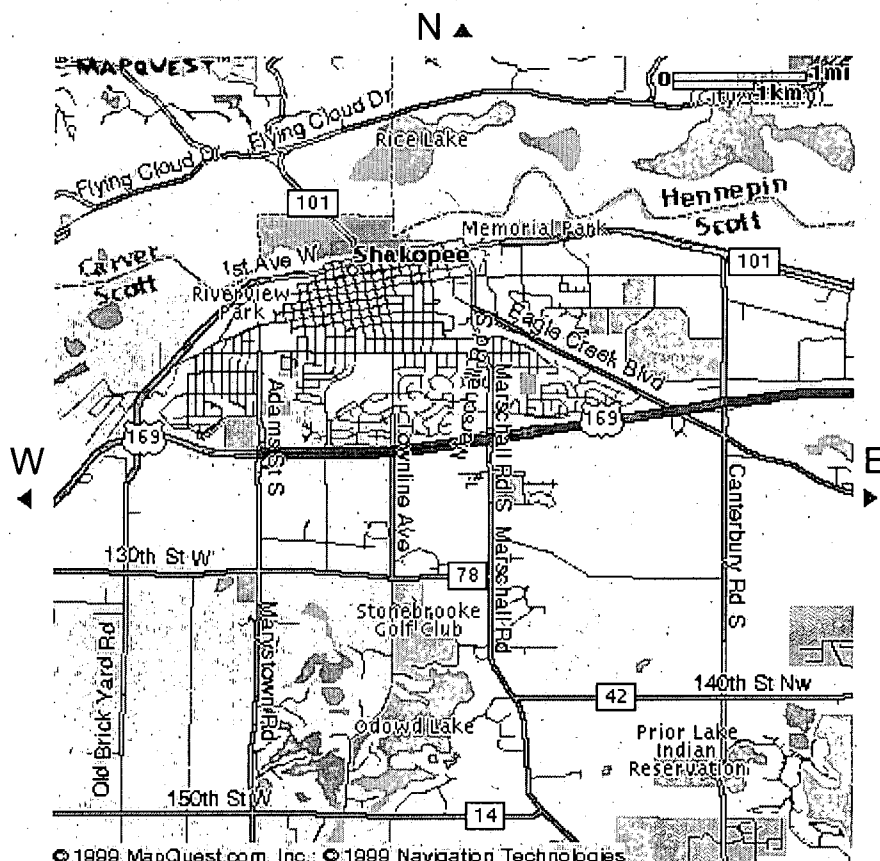
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Shakopee, MN

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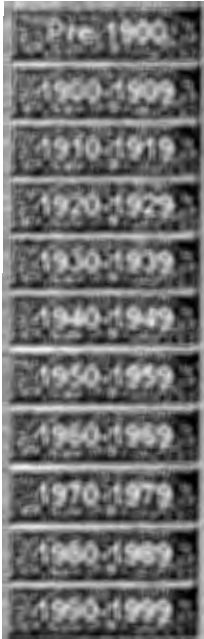
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City of Shakopee History

Home



Shakopee ~ Pre 1900

The first records of this area are geological, and written not in books, but in rock layers. A succession of immense seas, live volcanoes and mountain ranges left evidence of their passing before the glacial period. During the glacial period four great glaciers moved over this area. During the melting of the fourth and final glacier, the Minnesota River and Glacial Lake Agassiz came into being. As the vast lake, larger than all the Great Lakes together, retracted, it carved the Minnesota River as its turbulent outlet, digging a path toward the Mississippi River basin. Almost certainly human beings were here near the end of the glacial period and their descendants dominated the area until the 18th Century.

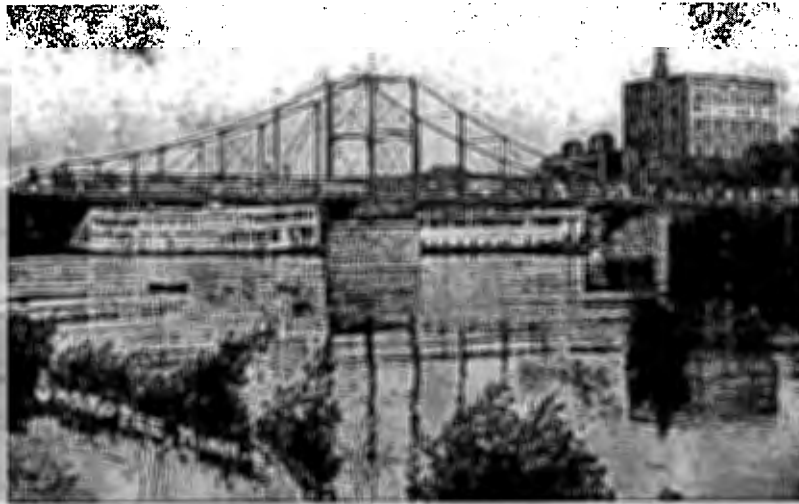
History records indicate that two large Indian nations were located in the Minnesota state region. The Dakota, or Sioux, Indian nation had three large divisions, and the Santee Indians resided in this area as early as the 1600's. The Dakota were challenged in the 1700's by the westward migration of the Chippewa, and were eventually pushed toward the south and west. Records indicate skirmishes between the Chippewa and members of Chief Shakopee's village from the Minnesota River during 1768 and 1775. By 1839, the village was located east of the present site of the City of Shakopee. Commonly called Teenatahotonwa ("village of the prairie"), it was a village of summer bark lodges, winter tipis, and corn fields with the river serving as natural protection from the Chippewa to the north.

As incoming white explorers moved into the area, they made use of the natural route provided by the Minnesota River. Pierre Charles le Sueur traveled on the Minnesota River in 1700. As le Sueur, Jonathan Carver, Peter Pond, Major Stephen Long, George Catlin and George Featherstonhaugh surveyed, studied and traveled down the Minnesota, they would have passed through the area of modern Shakopee.

In 1844, fur traders Oliver and Harriet Faribault built a cabin of tamarack logs, the first log structure built in the area. The Faribault cabin is now located at a historical site, Murphy's Landing, east of Shakopee. The Reverend Samuel Pond built a cabin just west of Faribault Springs in 1847. He had been invited by Chief Shakopee to mission at his village.

With the signing of the treaties at Mendota and Traverse des Sioux in 1851, the Minnesota Valley was opened to pioneer settlement. The Federal Government acquired roughly 24 million acres of Indian land in exchange for temporary gifts, a trust fund, cash payments and reservations for Sioux tribes. Chief Shakopee's villagers moved to reservations in the upper Minnesota River Valley in the fall of 1853. The Indians held their last festivals at their village and, joined by other bands, moved up the river in a unit of 2,000 on October 12, 1853. Canoes lined the riverbank from today's Lewis Street eastward to Pond's Creek. The younger Chief Shakopee went with his people, but the elder for whom the city is named remained until his death a few years later.

Thomas A. Holmes bears historical title as the "father of the townsite of Shakopee". A wandering town-siter, he chose the location in 1851 and built a log trading house that year, and a wooden-frame store the following year. Several names familiar to Shakopee residents as present-day street names include Shumway, Apgar, Sommerville, Lewis, Fuller, and Atwood. These individuals were pioneers who arrived with Holmes in the fall of 1851 and the spring of 1852.



Lewis Street Bridge

Photo Courtesy of Michael C. Huber, Shakopee Scrapbook, Copyright 1992

Scott County was organized in 1853 by an act of the Territorial Legislature, and the first Board of County Commissioners designated Shakopee as the county seat in September. By May 1857, Shakopee had experienced a "boom" and was incorporated as a city.

By the close of the century, Shakopee had survived economic slumps associated with grasshopper plagues and droughts as well as boom years, and had sent volunteers to fight in the Sioux Uprising, the Civil War and the Spanish American War. These years saw the building of the first railroad from Mendota to Shakopee, and the establishment of Presbyterian, Catholic, Lutheran and Episcopal congregations. A newspaper was started, retail establishments began to appear, and the first bridge was built across the Minnesota River in 1890.

Fraternal organizations were popular, as were the literary society, bicycle club and singing school. By 1900, the population of Shakopee had reached 2,047.



Main Street Shakopee 1890 (Looking East from Holmes

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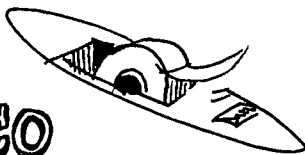
Thank Sawyer for invitations

Sawyer introduces crowd,

POTUS

[pool comes in]

Coco



Historical landmark

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