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Vicki Gorman-Page
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NAFTA BREAKFAST ATTENDEES

1. David Fine (AVP-Govt & Intl Relations)
2. Horace Wilkins (Pres. SWBT-Missouri)
3. Cliff Eason (Pres. SWBT-Midwest)
4. Julius Katz (Keynote Speaker)
5. Dr. Tom McPhail (UMSL)
6. Mrs. McPhail (Dr. Brenda)
7. Jim Enyart (Monsanto)
8. Claude Alexander (Ralston)
9. Steve Weber or designee (AT&T) -- Can't come - send info.
10. Gayle Harrison (USA NAFTA)
11. Ken Carraro (VP Boatmen's International Banking)
12. Jaye Hague (VP & Manager of Services Corporation Boatmen's)
13. George Tulloch (Graybar)
14. Roger Peterson (Booker & Assoc)
15. Joe Roldan (Roldan Products Corporation)
16. Mr. Robert Kirkland (Maritz Travel)
17. Mr. John Payton (Maritz)
18. Dr. Seung Hee Kim (St. Louis Univ.)
19. Gerald Potthorf (ESCO Electronics)
20. Ms. B[illegible] Jardak (Miles, Inc.)
21. Ms. L[illegible] McDowell (Hill & Knowlton)
22. Ross Usick (Nooter Corporation)
23. Jo Frappier (Mo. Chamber of Commerce)
24. John McMitt (Black and Veatch Int'l Inc.)
25. Nancy Frappier (Hawthorn Foundation)
26. David Arthur (Sunnen Products) --- Dick Bossch
27. Remi Wrona (Int'l Consultant)
28. Pete Snyder (Dorf and Stanton Communications)
29. George Fitzwater (Mercantile Bankcorporation, Inc.)
30. Bob Sanderson (Protein Technologies)
31. James C. Jacobsen (EVP Kellwood Company)
32. John Turnage (VP Mfg & Sourcing Kellwood Company)
33. Mary Jane Harris (Proctor and Gamble) -- Larry Stahlman
34. Martin Hughes (Southwestern Bell Telephone)
35. Louis Roth (Roth Credit Insurance Agency, Inc)
36. John Roth (Roth Credit Insurance Agency, Inc)
37. Jim Zemenick (Petro[illegible]
38. Clark Davis (Sr VP-[illegible]ssbaum)
39. Joaquin Ramos (Sr. F[illegible] Mallinckrodt)
40. Margaret Gottlieb (Mo. Dept. of Eco[illegible]elopment)
41. Dick McWard (Bunge Corp.)
42. David Barnett (Bunge Corp.)

Steve Cortinovis (VP-International Development)
44. Pedro D'Ascola (International Bus. Development)
45. Dick Beumer (Pres. Sverdrup)
46. Susan Inslee(Dir. of World Trade Ctr)
47. Jim Bogart (Chmn of the Bd/World Trade Ctr)
48. Horace Peek (Dir. of Int'l Opns-Alvey Conveyor, Inc)

Please deliver this fax to:
Total number of pages:

Ag for NAFTA

		FAX	PHONE
Affiliated Rice Milling Inc.	[illegible] McAnn Jr.	409/543-9007	543-6221
Ag Processing, Inc.	[illegible] Campbell	402/496-7809	498-7809
Agricultural Retailers Assn.	[illegible] Myrick	457-0864	457-0825
Agrigenetics L.P.	John Studebaker	619/453-0142	453-8030
American Bankers Assn.	Alan Ott	828-4547	663-5338
American Cotton Shippers	N. Gillen	659-5322	296-7116
	[illegible] McCormick	659-5322	296-7116
American Farm Bureau	Paul Drazek	484-3604	484-3600
American Feed Industry Assn.	Steve Kopperud	703/524-1921	524-0810
American Maize-Products Co.	Fred Ash	219/473-6600	659-2000
American Meat Institute	Mike Copps	703/527-0938	841-2400
American Oat Assn.	Pat Henderson	612/544-4920	
American Rice Inc.	Doug Murphy	713/873-9439	873-8800
American Seed Trade Assn.	Mark Condon	638-3171	638-3128
American Soybean Assn. Kirsta	John Gordley	331-7036	371-5511
Archer Daniels Midland	Martin Sorkin	333-5499	333-0377
A.E. Staley Manufacturing Co.	Patrick Mohan	217/421-2935	421-2254
Beaumont Rice Mills Inc.	Louis Broussard	409/832-6927	832-2521
Bemis Company Inc. Western Region	Richard Lange	916/756-4323	756-4323
Blue Diamond Growers			
Broussard Rice Mill Inc.	Keith Broussard	318/824-8537	824-2409
Bryan Forwarding Co. Inc.	Ray Larson	713/861-4421	861-4415
Bunge Corporation	Richard McWard	314/872-0110	872-3030
California Rice Industry Assn.		916-929-0732	929-3996
Cargill	Stephanie Patrick	785-3034	785-3060
Chicago Board of Trade	Celesta Jurkovich	347-5835	783-1190
Coastal Rice and Futures Inc.	Andy Hewes	713/497-6770	558-4333
Co Bank	Jack Cassidy	303/740-4002	740-4362
Collingwood Grain Co.			
ConAgra	Paul Karody	223-5118	223-5115
Connell Rice and Sugar Co.	Martin S Simon	908/233-1070	233-0700
Continental Grain	Rebecca Frailey	331-1872	331-1922
Cormier Rice Milling Co. Inc.	Harry Cormier	501/946-3029	946-3561
Corn Refiners Assn.	Terry Claassen	331-2054	331-1634
Creed Rice Co. Inc.	Mark Creed		
C.F. Industries	Rosemary O'Brien	371-9169	371-9279
Doane Agricultural Services Co.	Lynn Henderson	314/569-1083	569-2700
Drexel Chemical Co.	Robert Shockey	901/774-4666	774-4360
Dupont	Robert Heine	728-3649	728-3618
Ecogen Inc.	John Davies	215/757-2956	757-1590
Elanco Animal Health	Dennis Erpelding	393-7960	393-7957
Elco International Inc.	Vincent Morales	713/928-2808	928-2841
Falcon Rice Mill Inc	Charles Trahan	318/783-1568	783-3825
Farmers Coop Elevator Co.	Gerald Johnson	402/656-3016	656-3615
Farmers Grain & Supply Co.	Montie Hunter	316/723-2101	723-3351
Farmers Grain Terminal Inc	John Stradinger	601/332-0999	332-0987

		Fax	Ph
Farmers Rice Cooperative	[illegible] Newman	916/920-3321	923-5100
Farmers Rice Milling Co.	[illegible] Warshaw	318/433-1735	433-5205
Farmland Industries	[illegible] Waters	783-4381	783-5330
Food Marketing Institute	Nancy Foster Yanish		
Froedtert Malt Corporation	Susan Welch	414/649-0285	649-0205
Futures Industry Association	John Damgard	296-3184	466-5460
FMC Corporation	Michael Johnson	956-5235	956-5214
Great Western Malting Co.	Bernie Duenwald	206/696-8354	576-1565
Grocery Manufacturers of America. Inc.	Clifford Traisman	337-4508	337-9400
Growmark Inc.	Vern Mcginnis	309/557-6702	557-6289
Gulf Pacific Rice	Randy Read	713/467-0325	464-0606
Guthrie Corporation	John Pearson	405/282-4450	282-4400
Husker Coop	Paul Forey	402/564-3162	563-3636
Illinois Dept. of Agriculture	Becky Doyle	217/785-4505	782-2172
Inchcape Testing Service Caleb Brett	Ray Ramos	713-946-0206	946-2420
Incotrade Inc.	Barbara Sanders	212/752-2553	752-2400
Internatl. Apple Institute	Ellen Terpstra	703/790-0845	442-8850
Internatl. Dairy Foods Assn.	David Dyer	331-7820	296-4250
KBX Inc.	Steven Keith	501/673-7309	673-3554
Land O'Lakes	Steven Krikava	612/481-2000	481-2269
Langston Comanies Inc.	Bob Langston	901/454-1110	454-1100
Lauhoff Grain Company	Fred Sands	217/443-9704	442-1800
Liberty Rice Mill Inc.	Royby Vincent	318/643-1929	643-7175
Louis Dreyfuss	Dave Lyons	842-5099	842-5114
McDowell Industries	Dalton Cooper	901/527-6596	525-6596
Meyocks Benkstein Assn.	Ted Price	515/246-1803	246-1800
Mid-America Dairymen Inc.	Gary Hanman	417/865-1093	865-7100
Mid-America World Trade Center	Paul L Daemen	316/262-3585	262-3232
Millers' National Federation		488-7416	
Monsanto Agricultural Group	Jim Enyart	314/694-7658	694-2007
	Hendrik Verfallie		
Monsanto	Dave Reinig	703/	
M.E. Franks, Inc.	Bruce L. Stuart	215/254-4199	254-4020
NAEGA	Steve McCoy	682-4033	682-4030
Natl. Agricultural Chemical Assn.	Jay Vroom	463-0474	296-1585
Natl.-American Wholesale Grocers' Assn.	Jack Block	538-4673	532-9400
Natl. Barley Growers Assn.	Glen Hofer	466-5283	
Natl. Broiler Council	Bill Roenigk	293-4005	296-2622
Natl. Cattlemen's Assn.	Alan Sobba	638-0607	347-0228
Natl. Cooperative Business Assn.	Alan P. Zepp	628-6726	628-6222
Natl. Corn Growers Assn.	Keith Heard	544-5142	~~544-5142~~
Natl. Cotton Council	John McGuire	331-0662	745-7805
Natl. Forest Products Assn.	Steve Lovett	463-2785	463-2700
Natl. Grain & Feed Assn.	Todd Kemp	289-5388	289-0873
Natl. Grain Sorghum Producers Assn.	Jack Eberspacher	806/298-4234	
Natl. Grain Trade Council	Bob Petersen	682-4033	842-0400
Natl. Grange	Bob Frederick	347-1091	628-3507

Natl. Milk Producers Federation	Peter Vitaliano	703/841-9328	243-6111
Natl. Oilseed Processors Assn.	John Maize	835-0400	452-8040
Natl. Pork Producers Council	Al Tank	554-3602	554-3600
Natl. Sunflower Assn.	L. Kleingartner	701/221-5101	
Natl. Turkey Federation	Stuart Proctor	703/481-0837	435-7206
Nestle	Maxine Champion		
Nor-Am Chemical Company	Mr. W. Leo Ekins	302/892-3064	892-3060
North Am. Export Grain Assn.	Steve McCoy	682-4033	682-4033
Northwest Horticultural Coun.	Chris Schlect	509/457-7615	453-3193
NC+ Hybrids Inc.	Gary Duncan	402/467-4217	467-2517
Pacific Northwest Grain & Feed Assn.	J. Schlueter	503/227-0059	227-0234
Pekin Energy Company	T. Jack Huggins	309/347-8541	347-9384
Pioneer Hi-bred International		515/245-3650	245-3500
Printpack Inc.	Allen Gastinger	214/641-4421	641-4421
Producers Rice Mill Inc.	Marvin Baden	501/673-8131	673-4444
Quaker Oats	Penny Cate	312/222-8323	222-8876
Ralston Purina	Claude Alexander	289-2024	289-2011
Rice Belt Warehouse	Melvin Parker	409/543-9007	543-6221
Rice Growers Assn. of California	Bill Ludwig David Long	916/372-7158	371-6944
Riceland Foods Inc.	Carl Brothers	501/673-5667	673-5303
Ricetec Inc.	Robin Andrews	713/393-3532	393-3502
Riviana Foods Inc.	Robert D. Watts	713/529-1661	529-3251
Roquette America, Inc.		319/524-4428	
Smoot Grain Company			
Sortex-Scancore Inc.	Ernst Wentzel	510/487-1972	487-8100
Southern Cotton Oil Co.			
Southern States Cooperative	Jerry Gass	804/281-1362	281-1316
Sunwest Milling Company	James Errecarte	916/758-8110	758-8550
Supreme Rice Mill Inc.	William Dore	318/783-3204	783-5222
Sweetner Users Assn	Thomas Hammer	872-8679	872-8676
Tabor Grain Company			
Taylor-Cross International	John Newcomb	501/563-1144	563-3535
Terra International Inc.	Harold Davis	712/233-5514	233-3692
Texas Department of Agriculture	Rick Perry	512/433-1104	463-7413
The Agribusiness Council	Nicholas Hollis	887-9178	296-4563
The Agricultural Policy Working Group	Randy Russell	703/979-6906	979-6900
The Corn Coalition	Dave Brody	364-8739	347-7352
The Fertilizer Institute		544-8123	
The Rice Belt Warehouse Inc.	Melvin Parker	409/543-9007	543-6221
The Rice Company	J.K. Kapila	916/784-7681	784-7745
The Rice Millers' Association	David Graves	703/351-8162	351-8161
Tuttle & Taylor	Julian Heron	342-5880	342-1300
United Egg Producers	Christine Nelson	408-7763	789-2499
U.S.A. Poultry & Egg Export Council	Jim Sumner	404/413-0007	413-0006
U.S. Rice Producers Legislative	Bob Bor	371-5950	789-2499
Valent U.S.A.	T. St. Peter		
Washington Apple Commission		509/662-5824	

Westrade U.S.A. Inc.	James K. Hines	713/977-3727	785-0053
Wetsel Seed Company	Floyd Grigsby	703/434-4894	434-6753
Wilbur-Ellis Company	Ron Farrell	210/380-2405	383-4901

If you have any problems receiving this information, please call 202/546-7611.

IDFA
International Dairy Foods Association
Milk Industry Foundation
National Cheese Institute
International Ice Cream Association

FAX COVER SHEET

DATE: Sept. 10, 1997

TO: Peter Scher

FAX #: 395-3390

FROM: Janet Nuzum

RE: Fast-track

Sending 4 pages (including cover sheet) from fax number (202) 331-7820

MESSAGE:

Hope this is helpful on fast-track
Please call me when you have a
chance.

Janet

For more information or if you have a problem receiving this transmission, please call (202) 737-4332.

1250 H Street, Suite 900, NW Washington, DC 20005 (202) 737-4332 FAX (202) 331-7820

FAX TRANSMISSION

PETER L. SCHER
SPECIAL TRADE NEGOTIATOR
OFFICE OF THE UNITED STATES TRADE REPRESENTATIVE
EXECUTIVE OFFICE OF THE PRESIDENT
600 17TH STREET N.W.
WASHINGTON, D.C. 20508
PHONE: (202) 395-5057
FAX: (202) 395-3390

To:	Jay Berman	**Date:**	September 10
Fax #:	62464 room 169	**Pages:**	4 pages excluding cover
From:	Wendy Einhellig		
Subject:			

COMMENTS: Please deliver to Jay in room 169 - Thank you.

International Dairy Foods Association
Milk Industry Foundation
National Cheese Institute
International Ice Cream Association

IDFA Urges Renewal of Fast Track Negotiating Authority

The International Dairy Foods Association (IDFA) is the leading U.S. trade association representing more than 650 companies and organizations involved in the processing, manufacture, and marketing of dairy products. As an umbrella organization, IDFA is comprised of three constitutent associations -- the Milk Industry Foundation, the National Cheese Institute, and the International Ice Cream Association. IDFA member companies include a wide range of enterprises, from multinational corporations to small family businesses, proprietary firms to farmer cooperatives. They have more than 700 dairy-related facilities in 48 states across the United States. IDFA members account for approximately 85% of the $70 billion worth of dairy foods, including milk, milk products, yogurt, sour cream, cheese, ice cream and frozen novelties, consumed in the United States.

The U.S. dairy industry produces high-quality, affordable, and safe dairy products for consumers, food service providers, and food manufacturers. New trade rules achieved in the GATT Uruguay Round as well as U.S. farm policy changes embodied in the 1996 FAIR Act, have given the U.S. dairy industry both the opportunity and incentive to engage more actively in international markets. U.S. dairy exports now exceed $740 million annually. Much more needs to be done, however, before international opportunities for the dairy sector are truly open and fair. With improved access to foreign markets, the U.S. dairy industry is well positioned to be a leading competitor in world dairy trade.

Reasons Why Fast-Track Renewal is Important

IDFA strongly supports renewal of fast track negotiating authority, in order to continue making progress in eliminating existing trade barriers and preventing new ones from emerging in international markets for U.S. dairy products.

Renewal of fast-track authority is critical for the United States to play a leadership role, which it must, in the upcoming WTO negotiations on agriculture, scheduled to begin in 1999. We cannot afford to allow the European Union, which has captured substantial shares of world dairy trade through subsidies (for example, 57% of world cheese trade), to dominate these negotiations. The only way we can assure improved access for U.S. dairy products is to be a forceful leader at the negotiating table. ***That requires fast track.***

In important regional markets around the world, U.S. opportunities are being lost as other countries move forward, forging trade arrangements that exclude, and even disadvantage, the U.S. Many of these markets, particularly in Latin America and Asia, have the fastest growing incomes and population growth, where opportunities for expanded sales of dairy products are greatest. It is imperative that opportunities for the U.S. dairy industry to expand sales and market share in these emerging markets not be bypassed and captured by our foreign competitors. ***We must arm U.S. negotiators with fast track authority so they can make sure that dairy markets around the world are open for the benefit of U.S. dairy producers, processors, and foreign consumers.***

Contact: Janet A. Nuzum, Vice President and Counsel

1250 H St., NW, Suite 900, Washington, DC 20005 202•737•4332 FAX 202•331•7820

International Dairy Foods Association
Milk Industry Foundation
National Cheese Institute
International Ice Cream Association

NEWS RELEASE

For Immediate Release

Contact: **Janet Nuzum or Susan Ruland (202) 737-4332**

IDFA Urges Renewal of Fast Track Negotiating Authority

(Washington, D.C. - Sept. 10, 1997) Congress must renew fast-track authority if it wants the United States to have a strong role in international trade talks, and if it wants U.S. agricultural product export to continue to grow, the leading U.S. dairy processor trade association stated today.

"The U.S. dairy industry has a large stake in the ability to open foreign markets to U.S. dairy products and reduce trade-distorting subsidy practices around the globe. It is imperative that the United States play a leadership role in forging international trade rules, especially in the upcoming WTO negotiations on agriculture, scheduled to begin in 1999," said Janet Nuzum, Vice President and Counsel of The International Dairy Foods Association (IDFA). "U.S. trade negotiators must have the support of fast-track in order to continue making progress in eliminating existing trade barriers -- and to prevent new ones from emerging in international markets for U.S. products."

IDFA reiterated its support for fast-track today along with other members of a broad coalition of agriculture groups. President Clinton will kick-off his campaign for fast track authority later today.

Nuzum noted that without fast-track authority, the United States will hold a weaker presence at the upcoming WTO talks, which would allow the European Union to dominate these and other negotiations. The European Union has already captured substantial shares of world dairy trade through subsidies. For example, it currently holds 57% of world cheese trade, while the U.S. share is only 3%, due largely to Europe's subsidy programs.

"The only way we can assure improved access for U.S. dairy products is to be a dominant force at the negotiating table," Nuzum said. "That requires fast-track authority."

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III. CONGRESSIONAL ACTIVITY

REP LANTOS SPEAKS TO SWISS ON NAZI GOLD: Rep. Lantos, the only Holocaust survivor ever elected to Congress, offered constructive remarks on Switzerland's ongoing debate over its role during World War II during a press conference. This event gave Lantos an opportunity to note the positive steps the Swiss had taken with regard to dormant Holocaust accounts and other financial transactions during the Nazi era. Widespread news stories on August 22 characterized Lantos' remarks as reassuring. The event attracted journalists from several major Swiss dailies and the AP. USIS BERN also arranged phone interview for Congressman Lantos with USA Today, Reuters and Bloomberg news service.

IV. DIRECTOR'S SCHEDULE

BACK TO SCHOOL: On September 12, Director Duffey will visit Slowe Elementary School. Dr. Duffey and several USIA volunteers will participate in painting a classroom in order to ready the school for the official start of the 1997-98 school year, which is tentatively scheduled for September 22, 1997.

V. PRESS/MEDIA INQUIRES

LAND MINES BRIEFING: On Friday, September 5, the Washington Foreign Press Center held a briefing on "U.S. Policy on Land Mines." by Robert Bell. The briefing. attended by over twenty international journalists, and covered by TV crews from four countries, discussed in depth U.S. efforts to ban anti- personnel land mines. Mr. Bell began his briefing by noting the "extraordinary impact" made by the late Princess Diana on this issue.

REP. LANTOS/SEN LUGAR PRESS COVERAGE: Rep. Lantos met with journalists from 20 of Romania's most influential media outlets, and stressed the U.S. desire to strengthen the strategic partnership between the two countries. He praised Romania's "amazing progress" in economic reform. Responding to a question from an ethnic Hungarian journalist, Lantos urged respect for equal rights and cautioned Romanians against those who would exploit racial and ethnic tensions. Coverage in both the print and electronic media was positive and reinforced the need for the government to maintain the momentum towards reform. The next day Sen. Lugar met a select group of print and TV journalists on the subject of NATO enlargement. The Senator complimented Romania for its PFP activities and underlined Romania's willingness to send troops to Bosnia and Albania He, too, stressed the importance of continuing economic reform in connection with Romania's bid to join the Atlantic Alliance.

VI. UPCOMING EVENTS:

September 5-6 - "Good Neighbor" Conference in Vilnius. Presidents of Hungary, Czech Republic, Slovakia, Romania, Bulgaria, Belarus, Finland, Estonia, Latvia, Ukraine, along with Russian Prime Minister, invited by Presidents of Poland and Lithuania to discuss mutual interests.

Sept. 7-10 Universal Congress of the Panama Canal. Presidential Counselor Thomas F. McLarty and Secretary of Transportation Rodney Slater lead the U.S. delegation

September 13-14 - Municipal Elections in Bosnia

Sept.16: Ernest Green, one of the "Little Rock Nine," will brief on "Race in America--Past and Present. The "Little Rock Nine" were the first students to integrate Central High School in Little Rock, Arkansas after the 1954 U.S. Supreme Court decision in Brown vs. Board of Education that declared segregation illegal. President Clinton will travel to Little Rock, Arkansas on September 25 to participate in the 40th anniversary of the integration of Central High School.

Agriculture Organizations Supporting Fast-Track*

As of September 10, 1997

Agricultural Retailers Association
American Crop Protection Association
American Feed Industry Association
American Horse Council
American Meat Institute
American Soybean Association
Blue Diamond Growers
Bunge Corporation
Cargill, Inc.
ConAgra, Inc.
Continental Grain Company
Corn Refiners Association, Inc.
Farmland Industries, Inc.
The Fertilizer Institute
International Dairy Foods Association
Louis Dreyfus Corporation
Miller's National Federation
National Broiler Council
National Cattleman's Beef Association
National Corn Growers Association
National Food Processors Association
National Dry Bean Council
National Grange
National Grain and Feed Association
National Grain Sorghum Producers
National Grain Trade Council
National Pork Producers Council
National Oilseed Processors Association
National Sunflower Association
North American Export Grain Association
Northwest Horticultural Council
United Egg Association
United Egg Producers
U.S. Apple Association
U.S. Dairy Export Council
U.S. Feed Grains Council
U.S. Meat Export Federation
USA Poultry & Egg Export Council
USA Rice Federation

*** Given that no legislation is submitted, these groups support the concept of fast-track. The majority of these organizations would clearly prefer a clean bill.**

National Pork Producers Council

Washington Office
122 C Street, N.W., Suite 875
Washington, D.C. 20001
(202) 347-3600
FAX (202) 347-5265

Remarks by NPPC President Jerry King
on Fast-Track Negotiating Authority
Wednesday, September 10, 1997

I am Jerry King a Victoria, Illinois-based pork producer-owner and general manager of a 2,500 sow farrow-to-finish operation. I have been raising hogs on my 1200-acre family farm since 1958. I am current president of the National Pork Producers Council. I am pleased to have this opportunity to speak to you all on behalf of U.S. pork producers to express our support for fast-track negotiating authority.

I am proud and honored to announce that later today I will be joining a number of other representatives of U.S. agriculture and business at the White House with the President for a kickoff of the fast-track initiative. Pork producers applaud the President for his action on this important trade matter, which is critically important to the U.S. pork industry and fundamentally important to the ability of the U.S. to compete and win in the global market as we enter the next century. We call on the Administration and the Congress to work quickly in order to pass legislation that will renew fast-track negotiating authority.

The U.S. pork industry has reaped tremendous benefits from recent trade agreements. Since 1995, when the Uruguay Round Agreement went into effect, U.S. pork exports to the world have increased by approximately 45 percent in volume terms and 75 percent in value terms from 1994 levels. The U.S. pork industry exported over one billion dollars of pork for the first time in 1996. We anticipate explosive export growth to continue in 1997.

U.S. pork exports to Mexico sky-rocketed in 1994 when NAFTA went into effect. Even with the devaluation of the peso, U.S. pork increased market share in Mexico. This would not have happened without NAFTA. U.S. pork now has over 95% of the Mexican pork import market and in 1996 Mexico was the pork industry's second most important market behind Japan in terms of value.

Like other American pork producers, my family has benefitted from these trade agreements through strong and growing exports. The boost in exports over the past several years has been fundamental to the economic health of our business. Last year global trade boosted the bottom line for all pork producers as exports added an estimated $10 per head to cash hog prices.

The continued growth and profitability of U.S. agriculture is inextricably linked to continued trade liberalization. That's why pork producers are ardent supporters of the renewal of fast-track negotiating authority. Later today, we will unleash 300 producers on Capitol Hill to lead the charge on fast-track.

I recognize that while the U.S. agricultural export performance has been good, foreign trade barriers and other factors continue to prevent us from realizing our potential in international markets. Based upon the annual foreign market barrier reports prepared by the office of the U.S. Trade Representative, it appears that about half of all foreign trade barriers are in the agricultural sector. The Foreign Agricultural Service estimates that agricultural exports are reduced by $4.7 billion annually by unjustifiable sanitary and phytosanitary measures alone. But these problems must not undermine agriculture's support for fast-track. Indeed, I believe these issues compel us to support fast-track so that we can find effective remedies to these outstanding problems.

Secretary Glickman has said "either we export or we die." I couldn't agree more with him. In the U.S. economy at large, agriculture was the number one positive contributor to the U.S. trade balance in 1996. American agriculture is more than twice as reliant on foreign trade as the U.S. economy as a whole, with exports currently accounting for an estimated 30 percent of agriculture's cash receipts. We have a mature market for pork and other agricultural products in the United States. However, the other 96% of the world, which lives outside our borders, is experiencing rapid economic growth. The first thing that people do when they move up from poverty is upgrade their diets. Simply put, if we don't get fast-track renewed, U.S. agriculture will lose billions of dollars in the short term and in the long run we risk losing our comparative advantage.

The next round of global agricultural trade negotiations is scheduled to begin in 1999. Removing tariff and non-tariff barriers to trade -- helping to open new markets and gain increased access to existing markets -- is critical for U.S. pork producers. If the United States is not leading the charge in 1999, at best, nothing will happen which means that U.S. agriculture will lose billions of dollars of potential sales. At worst, the EU and other countries will build momentum for initiatives hostile to U.S. agriculture such as weakening the Sanitary and Phytosanitary Agreement. Adequate preparation for and participation in these negotiations require the renewal of fast-track authority now.

Fast-track authority is also needed so that the U.S. can pursue trade liberalization with our western hemisphere neighbors and the 18 member countries of the Asia Pacific Economic Cooperation forum (APEC). The U.S. pork industry is disadvantaged by the failure of the United States to keep up with the pace of trade agreements in the western hemisphere. The rapidly expanding Brazilian pork industry -- a key competitor to the U.S. industry -- now has preferential access into many markets to the detriment of U.S. producers. Canada, another significant competitor, has gained preferential access into Chile through a free trade agreement. With respect to the APEC nations, these countries will experience the majority of the world's population and income growth in the next 8 to 10 years, passing through the middle ranges of per capita income where the shift in dietary patterns is particularly pronounced. Yet, it is precisely these same countries which lack surplus food producing resources. The Food and Agricultural Policy Research Institute (FAPRI) projects that Chinese pork consumption will increase by over 23 percent, approximately 8 million metric tons, in the next ten years. Pork consumption is forecast to increase rapidly in many of the other APEC nations but, like China, most of these countries place significant restrictions on pork imports.

In sum, fast-track authority will facilitate further multilateral, regional, and bilateral trade agreements which will spur exports and keep U.S. agriculture healthy and profitable.

NOPA
NATIONAL OILSEED PROCESSORS ASSOCIATION

1255 TWENTY-THIRD STREET, N.W.
WASHINGTON, DC 20037-1174

PHONE:
(202) 452-8040

FAX:
(202) 835-0400

NOPA'S STATEMENT ON FAST-TRACK

September 10, 1997

Contact: Allen F. Johnson
202/452-8040

The National Oilseed Processors Association (NOPA) supports approval of Fast-Track negotiating authority that is not encumbered by environmental, labor, or other issues. NOPA is a national trade association comprised of 14 regular and 24 associate member companies, which process vegetable meals and oils from oilseeds. NOPA's regular member firms process an estimated 1.4 billion bushels of oilseeds annually at 67 plants in 21 states, employing an estimated 4,500 workers.

U.S. oilseed processors remain strong supporters of and advocates for greater trade liberalization. The Uruguay Round and the NAFTA were important steps in liberalizing agricultural trade. Both agreements resulted in important new market access opportunities for U.S. exports of oilseeds and oilseed products. However, further progress needs to be made. High tariffs and other barriers continue to restrict our access in potentially large markets such as China and India. In addition, a number of countries are using market-distorting export practices that were not disciplined by the Uruguay Round export subsidy commitments. These practices need to be brought under the WTO trade rules.

NOPA, as a member of the American Oilseed Coalition, has been actively pursuing the Level Playing Field (LPF) initiative to eliminate all trade-distorting import barriers and export practices in the oilseeds and oilseed products sector. Although the Uruguay Round implementing legislation gave the Administration the authority to continue negotiating trade liberalization in this sector, the LPF initiative would have a much greater chance of success in a negotiation that is broader based in terms of both country coverage and sectoral coverage. Fast-track authority is needed to successfully engage in broad-based, multilateral negotiations that will lead to greater liberalization for oilseeds and oilseed products, and for all of agriculture.

The United States is in danger of being left behind in the regional and bilateral free-trade agreements being negotiated throughout the Western Hemisphere. U.S. exports of oilseeds and oilseed products are disadvantaged by Western Hemisphere free-trade agreements that give some of our largest competitors preferential access to markets in which we could be competitive.

continued

International Dairy Foods Association
Milk Industry Foundation
National Cheese Institute
International Ice Cream Association

NEWS RELEASE

For Immediate Release

**Contact: Janet Nuzum
or Susan Ruland
(202) 737-4332**

IDFA Urges Renewal of Fast Track Negotiating Authority

(Washington, D.C. - Sept. 10, 1997) Congress must renew fast-track authority if it wants the United States to have a strong role in international trade talks, and if it wants U.S. agricultural product export to continue to grow, the leading U.S. dairy processor trade association stated today.

"The U.S. dairy industry has a large stake in the ability to open foreign markets to U.S. dairy products and reduce trade-distorting subsidy practices around the globe. It is imperative that the United States play a leadership role in forging international trade rules , especially in the upcoming WTO negotiations on agriculture, scheduled to begin in 1999," said Janet Nuzum, Vice President and Counsel of The International Dairy Foods Association (IDFA). "U.S. trade negotiators must have the support of fast-track in order to continue making progress in eliminating existing trade barriers -- and to prevent new ones from emerging in international markets for U.S. products."

IDFA reiterated its support for fast-track today along with other members of a broad coalition of agriculture groups. President Clinton will kick-off his campaign for fast track authority later today.

Nuzum noted that without fast-track authority, the United States will hold a weaker presence at the upcoming WTO talks, which would allow the European Union to dominate these and other negotiations. The European Union has already captured substantial shares of world dairy trade through subsidies. For example, it currently holds 57% of world cheese trade, while the U.S. share is only 3%, due largely to Europe's subsidy programs.

"The only way we can assure improved access for U.S. dairy products is to be a dominant force at the negotiating table," Nuzum said. "That requires fast-track authority."

U.S. dairy exports now exceed $740 million annually, but Nuzum says that number could be much, much greater if there were fewer barriers to trade. "With improved access to foreign markets, the U.S. dairy industry is well positioned to be a leading competitor in world dairy trade. New trade rules achieved in the GATT Uruguay Round, as well as U.S. farm policy changes embodied in the 1996 FAIR Act, have given the U.S. dairy industry the opportunity and incentive to engage more actively in international markets," she said. "Much more needs to be done, however, before international opportunities for the dairy sector are truly open and fair."

In important regional markets around the world, U.S. opportunities are being lost as other countries move forward, forging trade arrangements that exclude, and even disadvantage, the United States, Nuzum said. Many of these markets, particularly in Latin America and Asia, have the fastest growing incomes and population growth, where opportunities for expanded sales of dairy products are greatest.

"We must arm U.S. negotiators with fast track authority so they can make sure that dairy markets around the world are open for the benefit of U.S. dairy producers, processors, and foreign consumers," she said.

###

The International Dairy Foods Association is the Washington, DC-based organization representing the nation's dairy processing and manufacturing industries. The IDFA is composed of three constituent organizations: Milk Industry Foundation (MIF), National Cheese Institute (NCI) and International Ice Cream Association (IICA). Activities range from legislative and regulatory advocacy to market research, education and training. MIF has 205 member companies that process 85 percent of the fluid milk and fluid milk products consumed nationwide; NCI has 95 member companies that manufacture 80 percent of the cheese consumed in the U.S.; and IICA has 170 member companies that manufacture and distribute an estimated 85 percent of the ice cream and ice cream-related products consumed in the United States. IDFA also provides management services for the American Butter Institute (ABI), which has 35 member firms.

International Dairy Foods Association
Milk Industry Foundation
National Cheese Institute
International Ice Cream Association

IDFA Urges Renewal of Fast Track Negotiating Authority

The International Dairy Foods Association (IDFA) is the leading U.S. trade association representing more than 650 companies and organizations involved in the processing, manufacture, and marketing of dairy products. As an umbrella organization, IDFA is comprised of three constitutent associations -- the Milk Industry Foundation, the National Cheese Institute, and the International Ice Cream Association. IDFA member companies include a wide range of enterprises, from multinational corporations to small family businesses, proprietary firms to farmer cooperatives. They have more than 700 dairy-related facilities in 48 states across the United States. IDFA members account for approximately 85% of the $70 billion worth of dairy foods, including milk, milk products, yogurt, sour cream, cheese, ice cream and frozen novelties, consumed in the United States.

The U.S. dairy industry produces high-quality, affordable, and safe dairy products for consumers, food service providers, and food manufacturers. New trade rules achieved in the GATT Uruguay Round as well as U.S. farm policy changes embodied in the 1996 FAIR Act, have given the U.S. dairy industry both the opportunity and incentive to engage more actively in international markets. U.S. dairy exports now exceed $740 million annually. Much more needs to be done, however, before international opportunities for the dairy sector are truly open and fair. With improved access to foreign markets, the U.S. dairy industry is well positioned to be a leading competitor in world dairy trade.

Reasons Why Fast-Track Renewal is Important

IDFA strongly supports renewal of fast track negotiating authority, in order to continue making progress in eliminating existing trade barriers and preventing new ones from emerging in international markets for U.S. dairy products.

Renewal of fast-track authority is critical for the United States to play a leadership role, which it must, in the upcoming WTO negotiations on agriculture, scheduled to begin in 1999. We cannot afford to allow the European Union, which has captured substantial shares of world dairy trade through subsidies (for example, 57% of world cheese trade), to dominate these negotiations. The only way we can assure improved access for U.S. dairy products is to be a forceful leader at the negotiating table. ***That requires fast track.***

In important regional markets around the world, U.S. opportunities are being lost as other countries move forward, forging trade arrangements that exclude, and even disadvantage, the U.S. Many of these markets, particularly in Latin America and Asia, have the fastest growing incomes and population growth, where opportunities for expanded sales of dairy products are greatest. It is imperative that opportunities for the U.S. dairy industry to expand sales and market share in these emerging markets not be bypassed and captured by our foreign competitors. ***We must arm U.S. negotiators with fast track authority so they can make sure that dairy markets around the world are open for the benefit of U.S. dairy producers, processors, and foreign consumers.***

Contact: Janet A. Nuzum, Vice President and Counsel

1250 H St., NW, Suite 900, Washington, DC 20005 202•737•4332 FAX 202•331•7820

World Headquarters:
1000 Executive Parkway
Suite 105
St. Louis, MO
63141-6397
Ph (314) 275-9915
Fax: (314) 275-7061

CORN NEWS

Washington Office:
122 C Street, N.W.,
Suite 510
Washington, D.C.
20001-2109
Ph (202) 628-7001
Fax (202) 628-1933

NATIONAL · CORN · GROWERS · ASSOCIATION

E-mail: corninfo@ncga.com Website: http://www.ncga.com

FOR IMMEDIATE RELEASE
September 10, 1997

Contact: Ellen Dougherty or Susan Keith
(202) 628-7001

CORN GROWERS ENTHUSIASTICALLY SUPPORT FAST TRACK AUTHORITY

Statement by National Corn Growers Association President Wallie Hardie

Good morning. My name is Wallie Hardie. I farm near Wahpeton, North Dakota, where I raise corn, soybeans and sugar beets. I serve as President of the National Corn Growers Association, which has 30,000 members in 48 states. The NCGA's mission is to create and increase opportunities for corn growers in a changing world and to enhance corn utilization and profitability.

Specifically, we have set the aggressive goal of realizing a $40 billion corn crop by 2002. Quite simply, we cannot begin to achieve that level of growth without further trade liberalization. And without the leadership of the United States, we will not see meaningful reform of world trade in agricultural commodities. The Administration must have fast track negotiating authority to push our trading partners to remove trade barriers.

The U.S. corn crop is the largest crop in the world. Because of our climate, infrastructure and technical know-how, the United States enjoys a tremendous advantage in the production of corn. We also excel in corn-derived products such as sweeteners, as well as in meat, dairy and poultry products fed by corn. We have the capacity to increase exports of all of these products, but trade barriers preclude developing our full potential.

That is why the National Corn Growers Association enthusiastically supports fast track authority. If our negotiators are not full participants in trade discussions, the trade climate for U.S. products will not improve. We need a strong commitment to emphasize agriculture in trade negotiations. Trade agreements must include market-expanding goals such as: 1) eliminating tariffs on agricultural products; 2) making the activities of state trading enterprises transparent and fair; and 3) precluding non-tariff barriers to the products of biotechnology.

Ten years ago, the target price for corn was $3.03 per bushel, but producers had to idle 20 percent of their corn base to participate in the program. Today, producers receive a market transition payment and are able to use their land to the greatest economic and agronomic advantage. As corn farmers, we are now in a very different production and marketing environment. Our organization embraced this change, but with the expectation that Congress would support our efforts to develop global markets.

We have reformed farm policy. Now is the time to substantially reform trade in agricultural products. We must end protectionism that denies U.S. producers access to new and emerging markets. The first step towards that end lies with fast track.

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American Soybean Association

ASA SUPPORTS RENEWAL OF FAST TRACK NEGOTIATING AUTHORITY

September 10, 1997 -- Washington, D.C. -- American Soybean Association President Mark Berg today expressed the full support of U.S. soybean producers for renewing the Administration's Fast Track negotiating authority for future trade agreements. "One of ASA's top priorities is to gain greater access to foreign markets," Berg stated during a press conference at the National Press Club. "This cannot happen without renewal of Fast Track authority."

"Fully 50 percent of every soybean crop produced in this country is exported as whole soybeans, as protein meal and vegetable oil, or in the form of poultry or pork products," the ASA President continued. "As world food needs double over the next 30 years, U.S. soybean producers are prepared to supply this increased demand -- provided we have access to these growing markets."

In granting Fast Track authority, Congress agrees in advance to consider trade agreements submitted by the Administration in their entirety, and without amendments. Other countries insist the U.S. operate on this Fast Track basis so that final agreements are not "renegotiated" by the U.S. Congress. Every significant trade agreement concluded in recent years has been negotiated under Fast Track authority.

Berg, a soybean and corn farmer from Tripp, South Dakota, stated that "past trade agreements have been good for the U.S. soybean industry. Under NAFTA, sales of U.S. soybeans and soy products soared from $474 million in 1993 to $869 million in 1996 -- an increase of 83 percent." The ASA President added that "expanding NAFTA offers potential to tap other markets in Latin America."

According to Berg, "for ASA, the Uruguay Round Agreement did not go far enough in liberalizing trade in the oilseed sector." Among the deficiencies, Berg pointed out that "U.S. competitors are still allowed to indirectly subsidize vegetable oil and soybean meal exports," and "import tariffs in countries with major market potential have not been adequately reduced." Berg stated that "our industry supports complete elimination of all export incentives and import tariffs to create a Level Playing Field for oilseed trade."

Another issue cited by the ASA President as a priority for future negotiations is trade in products of plant biotechnology. "In the past two years, U.S. farmers have become aware of both the benefits of new biotech soybean varieties and the challenges these new products face in gaining approval in some countries," Berg said. "The development of global standards for trade in biotech products must be a key objective of the next round of negotiations under the World Trade Organization."

Washington Office

PHONE: 202/ 371-5511, FAX: 202/ 331-7036

1000 CONNECTICUT AVENUE, NW, SUITE 1106, WASHINGTON, DC 20036

http://www.oilseeds.org

The ASA President emphasized that "none of these trade priorities can be developed without renewal of Fast Track authority."

Soybeans accounted for 24 percent of all U.S. crop acres planted in 1996, and U.S. production represented 49 percent of the world's soybeans. U.S. soybeans had a farmgate value of more than $16.9 billion lat year, while the value of U.S. soybean and soy product exports exceeded $9.1 billion. This made soybeans the highest value U.S. farm export in 1996.

ASA is a national, not-for-profit, grassroots membership organization with affiliate offices in 26 states and overseas marketing offices in 14 countries. The Association develops and implements policies to increase the profitability of its members and the entire soybean industry.

-30-

For more information, contact:

Mark Berg, ASA President Phone: (605) 935-6100
Bob Callanan, ASA Communications Director
Woodcrest Executive Drive, Suite 100, St. Louis, MO 63141
Phone: (314) 576-1770, Fax (314) 576-2786
URL: http://www.oilseeds.org/asa/news.htm, E-mail bcallanan@soy.org

BEEF USA

NATIONAL CATTLEMEN'S BEEF ASSOCIATION

1301 Pennsylvania Ave., NW, Suite #300 • Washington, DC 20004 • 202-347-0228 • Fax 202-638-0607

Contact: Julie J. Bousman (202) 347-0228
Andy Baumert (303) 694-0305

FAST-TRACK NEGOTIATING AUTHORITY FOR TRADE

Statement By Clark S. Willingham, President-Elect
National Cattlemen's Beef Association
September 10, 1997

"NCBA urges the administration to include strong language in fast-track legislation that provides for consultation with agriculture and to focus on gaining access to international beef markets: eliminating non-tariff trade barriers, reducing existing tariffs and negotiating sanitary and phytosanitary agreements based on science.

"While the U.S. has been sitting on the sidelines due to lack of negotiating authority, Canada has negotiated trade agreements with Chile and China; the EU has been very aggressive in developing trade agreements in Latin America; and other competitors, including Australia and New Zealand, have gained special trading concessions.

"The international market is the future growth market for U.S. agricultural products, especially beef. During 1996, beef exports accounted for more than seven percent of total U.S. production and more than 12 percent of beef's wholesale value. The value of beef and beef variety meat exports totaled $3.05 billion with a trade surplus of nearly $1.3 billion. As tariffs and non-tariff barriers are eliminated in other countries, the U.S. beef industry will benefit, because it has more access to gain than it has to give.

"Without congressional approval of fast-track negotiating authority, reducing barriers in existing markets and gaining access to new markets will not be possible. Fast-track negotiating authority allows the administration to negotiate a trade agreement without congressional modification. Congress can either vote to approve or disapprove the agreement once it has been negotiated -- fast track in no way guarantees that an agreement will be approved. Fast track simply eliminates congressional ability to amend trade agreements and to slow their approval. Trading partners are not willing to negotiate with the U.S. unless they are negotiating under fast track, because without it, the negotiating partners have no way of knowing to what they are agreeing. NCBA supports fast-track negotiating authority."

###

Statement by H.D. Cleberg, President and CEO, Farmland Industries, Inc.

Farmland Industries, Inc. is the largest farmer-owned cooperative in North America with over 1,400 local cooperative members, serving 500,000 farmer-rancher families in 22 Midwestern states, Mexico and Canada. Also, more than 13,000 livestock producers are direct members of Farmland, marketing their hogs and cattle. It is this network of farmers, farmer-cooperatives and Farmland — and the many people who work for them — that make up the Farmland Cooperative System.

The future economic well-being of American agriculture is closely tied to our competitiveness in an expanding global market. The importance of trade to the future of American agriculture has been emphasized under the 1996 Farm Bill, with the reduction in support to producers from domestic farm programs. US producers now depend on exports for over 25 percent of gross receipts. This is anticipated to be 35 percent by 2003.

In response to this globalization, Farmland Industries has developed business strategies that reflect a strong commitment to expanding world markets. The farmers and ranchers who own the Farmland System are very much involved in expanding international markets. In Mexico alone we have seen our trade, since NAFTA, grow from $50 million in 1992 to $450 million in 1996. We believe US policy must also be dedicated to the expansion of global markets.

Farmland finds that sanitary and phyto-sanitary non-tariff trade barriers, for meat and grain, are among the most important and prevalent of our concerns with respect to international marketing of Farmland products. Incidence and cost of problems related to these barriers, in addition to lost business, is increasing at an alarming rate. These barriers expose Farmland specifically and US agriculture in general to million of dollars of risk and lost trade.

Currently, other foreign countries (our competitors) are going forward with trade agreements among US markets in Latin America and the Pacific Rim. If this continues, the United States will be excluded. We must insure that all is done to allow US agricultural producers to compete.

The next round of global agricultural trade negotiations is scheduled to begin in 1999. The continued removal of tariff and non-tariff barriers to trade, so that new markets are opened and access is increased to existing markets, is of particular importance to American agriculture. In order to adequately prepare for and participate in these negotiations, US trade officials and US agriculture need fast track authority now.

The farmers and ranchers who own Farmland support fast track authority as a tool in the pursuit of trade liberalization. They clearly understand the importance of world trade to US agriculture's continued growth.

BEEF USA

NATIONAL CATTLEMEN'S BEEF ASSOCIATION

1301 Pennsylvania Ave., NW, Suite #300 • Washington, DC 20004 • 202-347-0228 • Fax 202-638-0607

Contact: Julie J. Bousman (202) 347-0228
Andy Baumert (303) 694-0305

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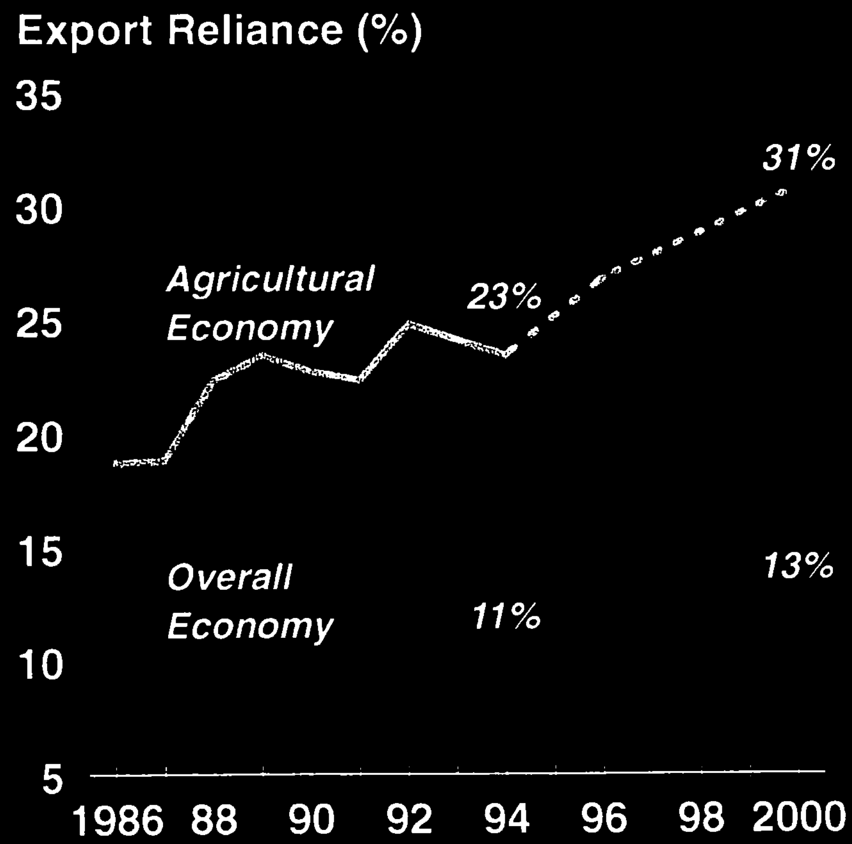
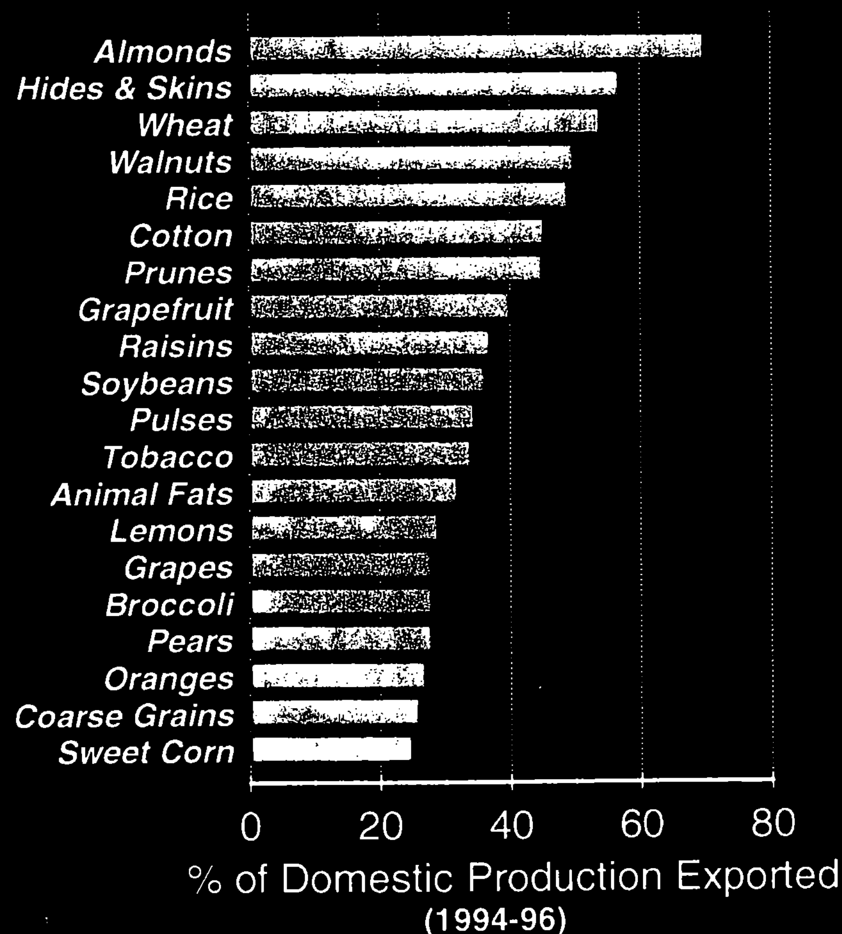
Exports Are Vital to American Farmers

Compared to the general economy, U.S. agriculture's reliance on export markets is *higher* and *rising faster*



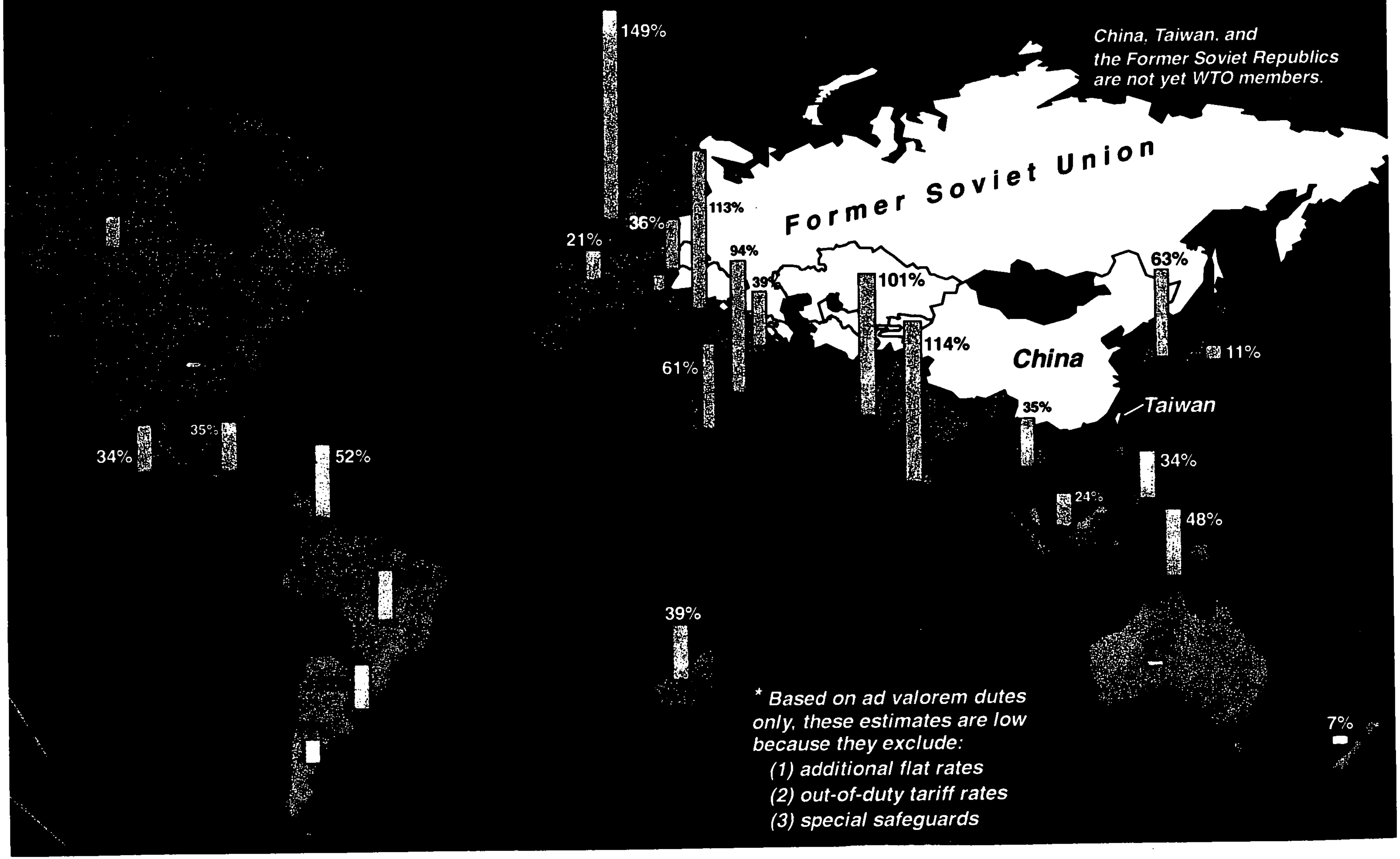
Ag Export reliance = ag exports / (cash receipts - govt payments)
Overall export reliance = total exports / GDP
Projections based on export goals cited in LATS National Export Strategy

Some products which depend on overseas markets for at least 1/4 of total sales



Average Bound Import Tariff Rates* After the Uruguary Round

There is still much work ahead to reduce ag trade barriers further. The average world rate for agriculture by 2000-04 will be 56%.

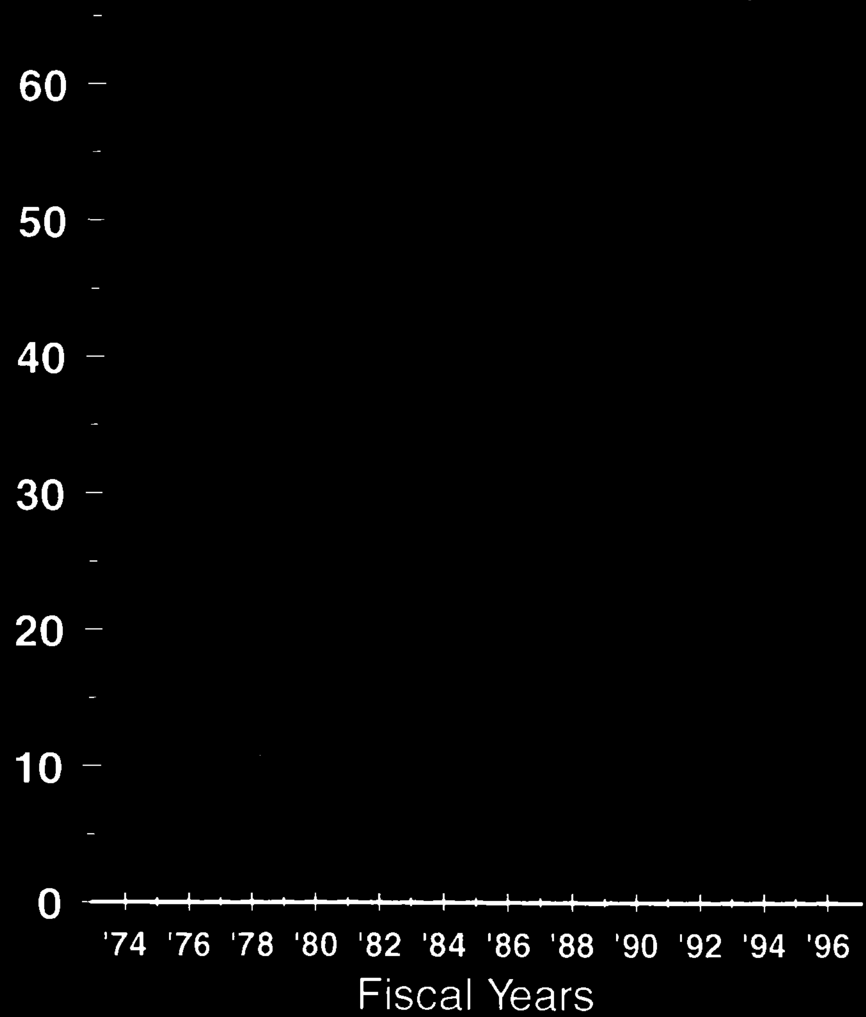


U.S. Agricultural Exports Reach Record $60 Billion!

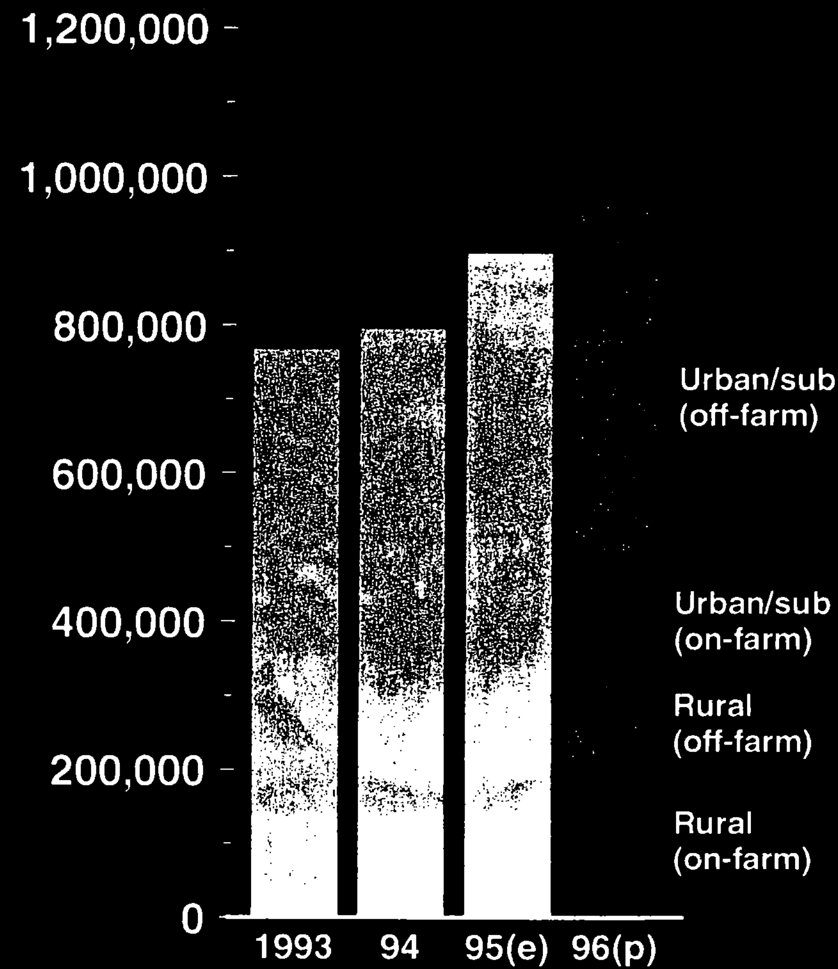
Supports 1 million jobs nationwide...

in urban, suburban and rural areas, both on and off the farm

U.S. Agricultural Exports ($ Billion)



U.S. Jobs Supported by Ag Exports



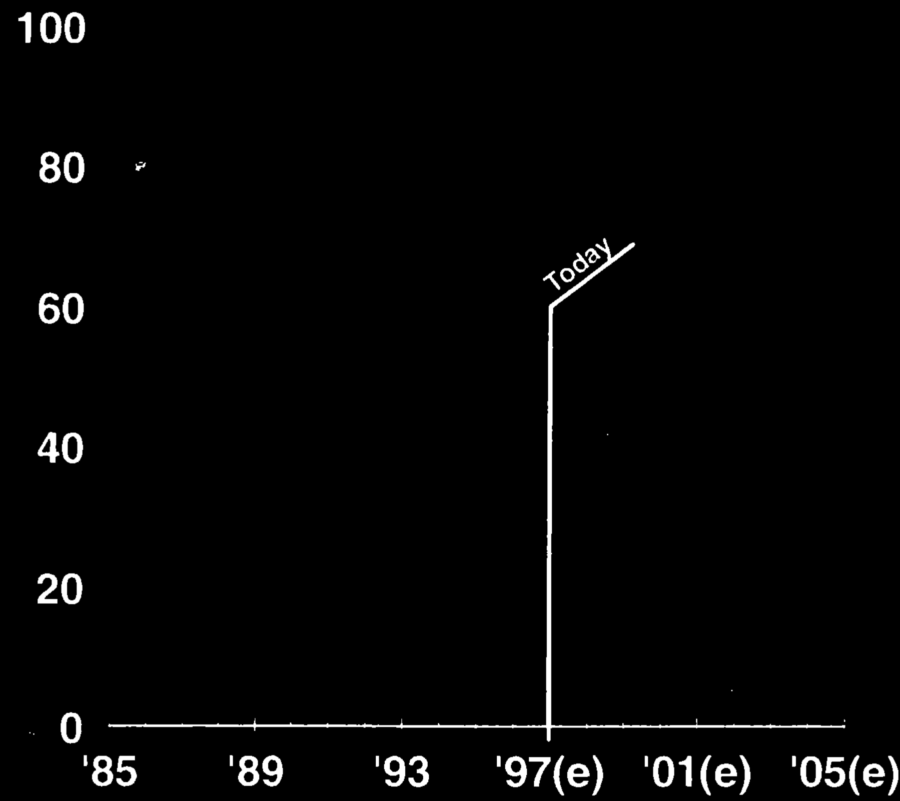
Uruguay Round Expected to Deliver $7 Billion in New Sales to U.S. Suppliers by 2005

Just the Beginning of Multilateral Trade Liberalization for Agriculture

- *Uruguay Round was first round of multilaterial trade talks to significantly address ag issues.*
  - *It took 7 rounds and 50 years to reduce global tariffs for industrial goods from 40% to 3.5%.*
  - *New round for agriculture needed to tackle trade barriers which prevent U.S. exports from reaching full potential.*
- *UR net benefits* to the United States by 2005:*
  - *$6.7 billion in new sales*
  - *103,000 more jobs*
  - *$6.2 billion in additional economic activity*

**Net benefits <u>includes job and income loss</u> due to increased imports.*

U.S. Ag Exports (Bil $)



Sources. Derived from estimates in "Effects of the Uruguay Round Agreement on U.S. Ag Commodities." USDA's Office of Economics and ERS. 3/94: "USDA Ag Baseline Projections to 2005." ERS. 2/97.

Sent to all members of the House Ways & Means Committee

AMERICAN FARM BUREAU FEDERATION®
225 TOUHY AVENUE • PARK RIDGE • ILLINOIS • 60068 • (847) 685-8600 • FAX (847) 685-8896
600 MARYLAND AVENUE S.W. • SUITE 800 • WASHINGTON, D.C. • 20024 • (202) 484-3600 • FAX (202) 484-3604
Internet: http://www.fb.com/

October 7, 1997

The Honorable Bill Archer
U.S. House of Representatives
1236 Longworth House Office Building
Washington, DC 20515-4307

Dear Congressman Archer:

On behalf of the 4.7 million member families of the American Farm Bureau Federation who depend upon world markets for their economic security, I urge you to support passage of fast track authority. The administration, with your consultation and guidance, must have the authority to renegotiate existing and create new trade agreements.

The future of U.S. agriculture is tied to competitiveness in global markets and the ability of the United States to maintain its leadership role in negotiating trade agreements. The value of agricultural exports has doubled between 1984 and 1996 and international markets consume about one-third of U.S. agricultural production. Trade agreements designed to reduce or eliminate barriers and trade distorting practices benefit American agriculture and the U.S. economy. With declining government programs, U.S. agriculture needs increased access to international markets.

Trade negotiating authority is critical to the U.S. in advancing trade liberalization and opening markets for all sectors. The proposed legislation contains specific objectives for agriculture which will strengthen the industry's position in dispute resolution and international trade which we expect will be maintained in the final fast track authorization.

Greater resources are needed by the Department of Agriculture (USDA) and the United States Trade Representative's (USTR) office to address enforcement and dispute resolution. We look for your help to secure adequate funding for both USDA and USTR to meet the rising demands of increased world trade.

The new time tables recently included in the Montreal Protocol to accelerate the ban on U.S. use of methyl bromide will be a great disadvantage to American agriculture. Banning the use of methyl bromide will take a critical export and production tool away from American farmers while continuing to allow its use by our competitors. Congress should ensure that fast track legislation doesn't allow the continuation of this inequity.

Farm Bureau looks forward to working with you to secure trade negotiating authority for this and future administrations that will lead to greater market opportunities for American agriculture.

Sincerely,

Dean Kleckner

Dean Kleckner
President

DK:bs/mp
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sent to all members of the House and Senate

AMERICAN FARM BUREAU FEDERATION®
225 TOUHY AVENUE • PARK RIDGE • ILLINOIS • 60068 • (847) 685-8600 • FAX (847) 685-8896
600 MARYLAND AVENUE S.W. • SUITE 800 • WASHINGTON, D.C. • 20024 • (202) 484-3600 • FAX (202) 484-3604
Internet: http://www.fb.com/

October 8, 1997

The Honorable Spencer Abraham
United States Senate
329 Dirksen Senate Office Building
Washington, DC 20510-2203

Dear Senator Abraham:

On behalf of the 4.7 million member families of the American Farm Bureau Federation who depend on world markets for their economic security, I urge you to support passage of fast track authority. The administration, with your consultation and guidance, must have the authority to renegotiate existing and create new trade agreements.

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Trade negotiating authority is critical to the U.S. in advancing trade liberalization and opening markets for all sectors. The proposed legislation contains specific objectives for agriculture, which will strengthen the industry's position.

Farm Bureau looks forward to working with you to secure fast track trade negotiating authority for this and future administrations that will lead to greater market opportunities for American agriculture.

Sincerely,

Dean Kleckner

Dean Kleckner
President

FARM BUREAU NEWS

AMERICAN FARM BUREAU FEDERATION
600 Maryland Ave., SW • Suite 800 • Washington, DC 20024 • (202) 484-3600
225 Touhy Ave. • Park Ridge, IL 60068 • (312) 399-5880

Contacts: Don Lipton
202/484-3624
donl@fb.com

Mace Thornton
847/685-8755
macet@fb.com

Farm Bureau to Support Fast-Track Legislation

FOR IMMEDIATE RELEASE

WASHINGTON, October 7, 1997 -- The American Farm Bureau Federation board of directors decided today to support legislation authorizing fast-track trade negotiations.

"We are satisfied that both the administration and the key committees in Congress have improved the fast-track legislation by addressing specific concerns we have raised," said AFBF President Dean Kleckner. Those concerns, he said, include the need to reduce foreign competitors' tariffs and subsidies; to prevent barriers to biotechnology; to reform state-trading enterprises; to eliminate unjustified sanitary and phytosanitary restrictions; and to improve dispute settlement procedures, especially as they relate to perishable commodities.

"The legislation being considered by committees in both houses is not perfect but improvements have been made since its introduction and we will keep working with members of Congress to ensure they are aware of agriculture's concerns," Kleckner asserted.

(more)

Additional concerns discussed by the AFBF board before it voted to support fast-track authority centered on the proposed phase-out of the soil fumigant methyl bromide and the need for additional personnel for both the Foreign Agricultural Service and the Animal and Plant Health Inspection Service here and abroad to ensure that trade conflicts, mostly involving health standards, are resolved more quickly.

Kleckner said that agriculture's trade issues have been recognized in the pending fast-track legislation but emphasized that some current trade disputes are due to enforcement difficulties with existing agreements.

"Our trading partners are carefully watching this process and we must not allow our farmers and ranchers to again be subject to unfair practices that may result in adverse economic consequences," the farm leader said.

"Farm Bureau has always been a strong supporter of free trade. We are urging Congress to keep agriculture in mind as it considers fast-track so that we maintain our position as the world's largest agricultural exporter."

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Sunkist

gave Jay a copy

Interoffice Memorandum

Federal Government Affairs

DATE: 6 October 1997

TO: **Mr. Jay Berman**
Special Counselor to the President
The White House

FROM: **Mike Wootton**
Director, Federal Government Affairs
tel. 202-879-0256

RE: **Fast Track Trade Legislation**

Randy Jones of the National Council of Farmer Cooperatives called today to advise me of your recent conversation with him concerning fast track legislation. Randy indicated you believed Sunkist Growers was opposed to extending to the President such trade authority and that we were "raining on your parade."

For your information, the attached letter (text) was sent to each Representative and Senator from California and Arizona along with the descriptive enclosure concerning our industry's trade concerns which we hope would be addressed by the Administration utilizing the requested trade authority.

I trust the enclosed addresses your concerns. We have advised Deputy Secretary of Agriculture Richard Rominger and Ambassador Peter Scher of the USTR of our support for fast track authority for the President.

Enclosure - 4 pages

Sunkist

24 September 1997

Sunkist Growers
50 F Street N.W.
Suite 1100
Washington, D.C. 20001
Tel: (202) 879-0256

Representative/Senator ___________
_____ ___ House Office Bldg./Senate Office Bldg.
Washington, D.C. 20515

Dear Congressman/woman or Senator _______ :

Last week, the President submitted to Congress proposed legislation entitled The Export Expansion and Reciprocal Trade Agreements Act of 1997 to renew essential negotiating authority for the Administration to commence efforts with America's trading partners to establish new terms and conditions of trade and remedy outstanding trade problems.

While we had some initial concerns and reservations about this initiative, we now believe the President's proposal with its stated agricultural components and objectives adequately addresses our earlier expressed apprehensions. **Sunkist Growers urges you to support legislation extending to the President traditional negotiating authority. The "fast track" proposal, with its agricultural provisions, provides needed negotiating authority for our government to seek remedy for our industry's many outstanding trade difficulties.**

With one-third of our fresh citrus fruit sold in foreign markets accounting for forty-five percent of our annual gross revenue, Sunkist Growers - a non-profit agricultural marketing cooperative owned by 6,500 citrus farmers in Arizona and California - depends upon foreign market access under competitive conditions for our American-origin citrus fruit. Absent the essential negotiating authority provided by this legislation, our U.S. government negotiators will be unable to sit down with our present and prospective foreign trading partners and effectively work to remedy a wide range of outstanding barriers to trade. For your information, I have enclosed a summary of current foreign trade issues of specific concern to Sunkist Growers.

In addition to responding favorably to the Administration's request for your support for this legislative authority, we ask you to underscore the importance of addressing these agricultural issues in future negotiations. Thank you for considering our growers' interest in this important foreign trade matter.

Sincerely,

WILLIAM K. QUARLES
Vice President, Corporate Relations
and Counsel

attachment

Sunkist

FALL 1997

Sunkist Growers
50 F Street N.W.
Suite 1100
Washington, D.C. 20001
Tel: (202) 879-0256
FAX: (202) 628-8233

The Following is a Summary of Sunkist Growers' Outstanding Trade Concerns Post-Uruguay Round Agreement(s):

Continuation by the European Union (**EU**) of discriminatory tariff preference scheme under which EU gives preferred Mediterranean basin countries, notably Morocco and Israel (South Africa likely to be added to this preference list), up to an 80% discount from the common external tariff applied to citrus fruit meanwhile imposing up to a 20% duty on American citrus fruit. This discriminatory policy has a particularly adverse effect on our summer and winter oranges. Previous effort by the U.S. government to remedy this unfair trade practice failed despite a favorable opinion rendered by the GATT-Dispute Resolution entity. These conditions have effectively removed us from competition in Europe.

Continuation by some trading partners to use unfounded, non-science based phytosanitary quarantines against U.S. origin citrus fruit as a means to deny market access. This is an issue we have sought to remedy over several years of negotiation with the Chinese in an effort to gain market access to the People's Republic of China (**PRC**). Clearly in the case of the PRC, unjustified, non- science based denial of market access for our citrus fruit is a violation of WTO standards. Correction must be a condition precedent to China's entry into the WTO. Periodically, allegations of phytosanitary concern will be employed by various trading partners to reduce volumes of our citrus fruit imported into their markets. For example, **Korea** has used this methodology to reduce our grapefruit sales in their market. There exists a clear need to expand and improve the dispute resolution mechanism for resolving SPS matters.

While **Argentina** is presently seeking U.S. market access for its fresh oranges, lemons and grapefruit, it has erected extensive prohibitions and quarantines against California and Florida citrus fruit exports to Argentina. Its approved lemon importation from certain counties in California includes many where no citrus is even grown and prohibits the counties where most production occurs. Argentine phytosanitary prohibitions are non-science based and are contrary to the import policies of our other major citrus trading partners like Japan. Argentina's quarantines must be eliminated. If the U.S. government provides market access for Argentine citrus fruit, as is presently being considered, it must be done with reciprocity for U.S. citrus fruit into the Argentine market.

Tariff inequities resulting in lack of reciprocity and harmonization of tariff reduction schedules has continued to plague U.S. agricultural exporters. It has too often been our experience that progressive tariff reduction agreements between the US and its trading partners have produced swift and significant reductions in our tariff schedules for their products coming into the U.S. market but have allowed a slower, less dramatic and more protracted implementation of tariff reductions for our products into their markets.

Despite the national outcry over the long standing, massive trade deficit suffered by the U.S. in its trading relationship with **Japan** - upwards of $40 Billion in 1997 alone - we still are denied harmony in tariff rates. While Japanese products enter the U.S. nearly duty free, our fresh oranges, for example are confronted with a duty of up to 40% just to be able to get into the Japanese marketplace. Sunkist alone paid over $30 million to the Japanese government last year for tariffs! If and when market access to the PRC is achieved, U.S. origin citrus fruit will face a 52% tariff and a 17% VAT for a total duty of 69% just to be able to compete in the PRC marketplace. Such daunting tariffs weaken our ability to compete and must be reduced.

Some fifteen years after implementation of the **U.S.-Israel Free Trade Agreement**, U.S.-source oranges enter Israel duty free only under a TRQ that permits only 1,060 metric tons; outside that limited TRQ, the duty rate jumps to 30% for U.S. oranges. As a result, total volume of U.S. citrus exported to Israel in 1996 was virtually non-existent. In contrast Israeli oranges enter the U.S. duty free and without a quota. The volume of Israeli oranges entering the U.S. market in 1996 was 219 MT. It is also our direct experience that California citrus growers, working with Israeli importers, are promptly and consistently denied access to the Israeli market to export even produce like citron which is used by Orthodox Jewish congregations for certain religious occasions. U.S. citrus exporters and their Israeli importers are told by Israeli government officials that such products are prohibited for importation under a 1970 Israeli law. Such experiences vividly demonstrate our relationship is hardly one of "free trade."

Lack of harmonization is further demonstrated by our trading relationship with **Chile**. U.S. origin citrus fruit faces a duty of 11% plus an 18% VAT. In contrast, Chilean citrus enters the U.S. market nearly duty-free with tariffs often less than 1%. Chile continues to deny market access for Arizona citrus fruit.

In the case of **Thailand**, the duty for U.S. origin oranges is 51%, for lemons and grapefruit it is 56%. Furthermore, under the Uruguay Round agreement, Thailand has the option of assessing a specific duty –baht/kg – in lieu of the ad valorem duty, but in no case can the specific duty assessment (on an ad valorem equivalent) exceed that of the ad valorem rate.

In the **Korean** market, we face both high duties and a quota. In 1997, the quota for oranges is 25,000 MT. Duty for oranges within the quota is 50%; imports outside the quota are permitted after July 1, but face an onerous 89% duty. That 89% duty will only gradually be relaxed to a still very high 50% by 2004. Fresh produce in general has in the past experienced problems with customs inspection and clearance prompting U.S. government initiated WTO action.

There exists an urgent <u>need to improve standards to avoid unjustified use of balance-of-payments economic defense against providing market access</u> for certain imported products. It is hoped that within a reasonable period of time, we can gain access to the market access to **India**. Phasing out of these restrictions must be a high priority. Even when access to the Indian market is realized, we still face a 42% duty imposed on our fresh citrus fruit exports from the U.S.