October 18, 1993

The Honorable Bob Dole
United States Senate
Washington, DC 20510

Dear Senator Dole:

We are writing to express the support of U.S. dairy food processors and manufacturers for passage of the North American Free Trade Agreement (NAFTA).

We believe that dairy industry interests in the United States will be well served by the expanded trade opportunities that NAFTA presents.

The U.S. is a large, but mature, market for dairy foods. Market expansion is key to our industry's growth and vitality. NAFTA provides us with opportunities to generate expansion through trade as we enter a thriving new market.

In recent years, Mexico has imported more than $160 million worth of dairy products. Sales volume has grown enormously even without a free trade agreement. With consumption of these products linked to income growth, we can only expect greater potential for additional export sales volume as Mexico develops its economy.

Moreover, ratification of NAFTA is essential to lock in the agricultural export gains we have won in recent years. Without such protection we remain open to the imposition of subsidies and economic protectionist trade barriers.

While the stakes are high for U.S. agriculture, we believe the benefits of NAFTA will reach far and wide as the agreement creates a better economic climate throughout North America. New business activity will give rise to thousands of jobs and promote investment.

NAFTA is our country's wake-up call providing unprecedented opportunity. As Congress debates this agreement, we urge your support for a brighter economic future.

Sincerely,

E. Linwood Tipton
President and CEO
INTERNATIONAL DAIRY FOODS ASSOCIATION

On behalf of the Boards of Directors of the Milk Industry Foundation, National Cheese Institute and International Ice Cream Association:
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The International Dairy Foods Association is composed of three constituent organizations: Milk Industry Foundation (MIF), National Cheese Institute (NCI) and International Ice Cream Association (IICA). MIF has 214 member companies that process 80 percent of the fluid milk and fluid milk products consumed nationwide; NCI has 93 member companies that manufacture 85 percent of the cheese consumed in the U.S.; and IICA has 175 member companies that manufacture and distribute an estimated 85 percent of the ice cream and ice cream-related products consumed in the United States.