

September 7, 2012

Ambassador Ron Kirk  
U.S. Trade Representative  
600 17th Street, NW  
Washington, D.C. 20508

Secretary Tom Vilsack  
U.S. Department of Agriculture  
1400 Independence Ave., SW  
Washington, D.C. 20250

Ambassador Kirk:  
Secretary Vilsack:

The undersigned organizations wish to express our growing concern that the Trans-Pacific Partnership (TPP) negotiations will fall short of the minimum objectives for the talks if a meaningful market access package with Vietnam is not achieved.

Of the current participants in the TPP negotiations, Vietnam holds far and away the greatest market potential for the vast majority of U.S. food and agricultural products. The U.S. already has in place free trade agreements with Chile, Peru, Australia and Singapore, and New Zealand, Malaysia and Brunei are not considered large growth markets. From the outset of the TPP negotiations, Vietnam has been seen as the key growth market for U.S. producers and exporters.

The level of support a TPP agreement will receive from our members will depend on whether there is a comprehensive free trade deal with Vietnam. Since Vietnam joined the World Trade Organization in 2007, U.S. agricultural exports to this country have grown more than six-fold, from \$216 million to \$1.64 billion.

Without TPP, U.S. agriculture will be at a disadvantage in this fast growing market to Australia and New Zealand, which have preferential access under the ASEAN-Australia-New Zealand Free Trade Agreement which came into force January 2010. In addition, several other countries are interested in pursuing trade negotiations with Vietnam.

The opportunities for further export expansion can only be fully realized if existing tariff and non-tariff trade barriers are removed. Currently, the TPP is the only active process available that can achieve this objective.

We urge you to take these concerns into account as you move toward the conclusion of the TPP negotiations and to make every effort to ensure that the Vietnamese agricultural market is fully liberalized as part of a final agreement.

Sincerely,

American Farm Bureau Federation  
American Feed Industry Association  
American Frozen Food Institute  
American Meat Institute

American Potato Trade Alliance  
American Seed Trade Association  
American Soybean Association  
Animal Health Institute  
Blue Diamond Growers  
Cargill, Incorporated  
ConAgra Foods, Inc.  
Corn Refiners Association  
Distilled Spirits Council of the United States  
Grocery Manufacturers Association  
Hormel Foods Corporation  
International Dairy Foods Association  
National Association of Wheat Growers  
National Barley Growers Association  
National Cattlemen's Beef Association  
National Chicken Council  
National Confectioners Association  
National Corn Growers Association  
National Oilseed Processors Association  
National Pork Producers Council  
National Potato Council  
National Renderers Association  
National Turkey Federation  
North American Blueberry Council  
North American Equipment Dealers Association  
North American Meat Association  
Northwest Horticultural Council  
Pet Food Institute  
Produce Marketing Association  
Seaboard Foods  
Smithfield Foods  
Sweetener Users Association  
Tyson Foods, Inc.  
U.S. Apple Association  
U.S. Grains Council  
U.S. Meat Export Federation  
U.S. Wheat Associates  
USA Poultry & Egg Export Council  
USA Rice Federation  
Washington State Potato Commission  
Western Growers Association  
Wisconsin Potato & Vegetable Growers Association