

September 30, 2016

The Honorable Andrew M. Cuomo
Governor of New York State
NYS State Capitol Building
Albany, NY 12224

The Honorable Rick Snyder
Governor of Michigan
P.O. Box 30013
Lansing, MI 48909

The Honorable Scott Walker
Governor of Wisconsin
115 East, State Capitol
Madison, WI 53702

Dear Governors Cuomo, Snyder and Walker:

We write to you to express our serious concerns about the prospect for deepening negative impacts on the Michigan, New York and Wisconsin rural economies caused by Canada's persistent disregard for its trade obligations to the United States. As strong defenders of agriculture in three leading dairy states, we ask for your support in actively underscoring to Canada that trade is a two-way street important to both our countries and not one that Canada can simply shut off when it suits its purposes.

Earlier this year, Ontario instituted a pricing program specifically designed to discourage Canadian companies from using imported U.S. ultra-filtered milk in the production of Canadian dairy products. This is a product that the U.S. secured duty-free access to Canada for under the North American Free Trade Agreement. This Ontario policy has already negatively impacted U.S. companies and dairy farmers, leading to lower milk use and pressure on the exporting companies and producers who supply the milk to find alternate markets for their product in a very difficult dairy economy.

More recently, Canada's industry has put forward an extensive proposal to dramatically expand this approach on a nation-wide basis and for a broader spectrum of dairy products. In addition, this national program would aim to push out onto global markets excess Canadian dairy products in ways that would violate Canada's trade obligations and are highly likely to create severe disruption in the prices for U.S. skim milk powder, both at home and around the world. This is part of a pervasive pattern of Canada working to erect roadblocks to legitimate U.S. dairy exports at every opportunity for years.

We ask you to use all tools at your disposal to ensure Canada understands the seriousness of this issue and the value it derives on a daily basis for the numerous Canadian exports that come across the borders of northern U.S. states. It is essential that Canada receive the message that it must also hold up its end of the bargain in this relationship.

Sincerely,



Cayuga Milk Ingredients
15 Eagle Drive
Auburn, NY 13021



Dairy Farmers of America
10220 N. Ambassador Drive
Kansas City, MO 64153



Grassland Dairy Products, Inc.
N8790 Fairground Avenue
Greenwood, WI 54437



Michigan Milk Producers Association
41310 Bridge Street
Novi, MI 48375



Select Milk Producers, Inc.
320 West Hermosa Drive
Artesia, NM 88210



Upstate Niagara Cooperative, Inc.
25 Anderson Road
Buffalo, NY 14225



Land O' Lakes, Inc.
4001 Lexington Avenue N.
Arden Hills, MN 55126



O-AT-KA Milk Producers Cooperative, Inc.
700 Ellicott Street
Batavia, NY 14020



T.C. Jacoby & Company, Inc.
1716 Hidden Creek Court
St. Louis, MO 63131

Cc:

Director Jamie Clover Adams, Michigan Dept. of Agriculture & Rural Development
Commissioner Richard A. Ball, New York State Dept. of Agriculture and Markets
Secretary Ben Brancel, Wisconsin Dept. of Agriculture, Trade & Consumer Protection