

March 27, 2017

The President  
The White House  
1600 Pennsylvania Avenue, N.W.  
Washington, DC 20500

Dear Mr. President:

On behalf of the U.S. beef industry, as represented by the National Cattlemen's Beef Association, the North American Meat Institute, and the U.S. Meat Export Federation, we urge you to raise the restoration of U.S. beef access to China, a \$2.6 billion import market, at your upcoming summit meeting with President Xi Jinping. As you may know, U.S. beef has been denied access to China since 2003. Last fall, China announced that it had lifted its ban on imports of U.S. beef but attempts since then to negotiate the technical terms of access have not been successful and we still are blocked from selling any U.S. beef to Chinese consumers. We need your leadership to resolve this unfair trade practice as soon as possible.

Our industry associations represent the entire beef value chain, from ranchers to feedlot operators to meat packers and export trading companies. We believe that access to the large and growing Chinese beef market is essential to the future health of the U.S. beef industry. We understand that you have many important issues to discuss with President Xi, but we strongly encourage you to take this important opportunity to convey the urgent need for China to reopen its market to U.S. beef.

The U.S. beef industry is a vitally important part of the U.S. agricultural economy and one of the largest employers in rural communities across the United States. Exports are a critical component of the continued profitability of this industry and make a significant contribution to the positive balance of trade that the United States enjoys in food and agricultural products. Last year, we sold \$6.3 billion of U.S. beef to customers around the world, with three of our top five markets located in Asia.

Despite our success at expanding exports, the foreign market with the greatest growth potential – China – remains closed to U.S. beef and beef products, even as China imports large and growing volumes from our competitors. We look forward to working with you to restore access for U.S. beef to China, and we appreciate your leadership on this matter.

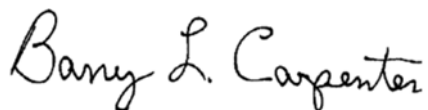
Most Respectfully,



Kendal Frazier, CEO  
National Cattlemen's Beef Association



Phil Seng, President and CEO  
U.S. Meat Export Federation



Barry Carpenter, President and CEO  
North American Meat Institute