



August 17, 2016

Dr. David Tawei Lee
Minister, Ministry of Foreign Affairs
2 Kaitakelan Blvd. Taipei, 10048
Taiwan, R.O.C.

Minister Lee:

On behalf of the National Cattlemen's Beef Association (NCBA), the oldest and largest trade association representing the U.S. beef industry, I thank you for the opportunity to share information about the high-quality U.S. beef we currently export to Taiwan and to express our appreciation for the growing consumer demand for U.S. beef in Taiwan. We are honored to be represented by Congressman Randy Hultgren whose constituents are an integral part of the U.S. beef industry.

According to the U.S. Department of Agriculture, the U.S. beef industry consists of 915,000 cattle and calf operations, with a national herd size of approximately 92 million head of cattle, accounting for roughly \$88 billion in annual farm gate receipts. Approximately 95 percent of the beef we produce in the United States is finished on grain, and no other country can match us in quality or quantity in the grain-finished beef market. It is estimated that we export 10 to 15 percent of overall U.S. beef production and three of our top five export markets are in Asia. On average, our annual beef sales to Taiwan exceed \$300 million and we anticipate our sales to increase over time as consumer confidence continues to grow and demand increases for U.S. beef in Taiwan.

Our cattle and our beef products are considered some of the safest in the world and we have worked for many years to improve the quality and safety of our cattle and our beef. We encourage you to continue working with the United States to establish market access based on consumer demand and internationally-recognized scientific standards so we can maintain a stable trade relationship and continue to deliver safe and delicious U.S. beef to our consumers in Taiwan.

Thank you for meeting with Congressman Randy Hultgren and please do not hesitate to contact NCBA if you have any questions about the U.S. beef and cattle industries.

Sincerely,

A handwritten signature in black ink that reads "Tracy Brunner". The signature is written in a cursive, flowing style.

Mr. Tracy Brunner
President
National Cattlemen's Beef Association