



**International Dairy Foods Association**  
Milk Industry Foundation  
National Cheese Institute  
International Ice Cream Association

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.

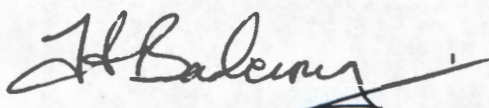
Sincerely,

E. Linwood Tipton  
President and CEO

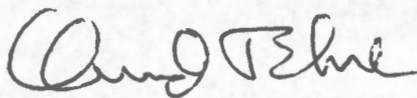
INTERNATIONAL DAIRY FOODS ASSOCIATION

On behalf of the Boards of Directors of the Milk Industry Foundation, National Cheese Institute and International Ice Cream Association:





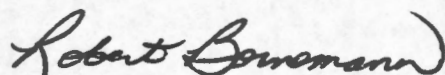
Thomas F. Badciong  
EVP, Operations & Technology  
SCHREIBER FOODS, INC.  
Green Bay, WI



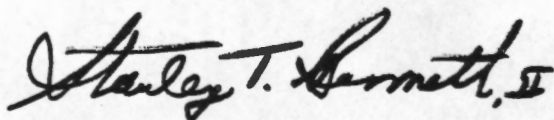
David Blue  
President  
STELLA CHEESE CO., INC.  
Brookfield, WI



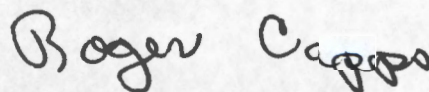
Thomas Bahan  
President  
MODEL DAIRY  
Reno, NV



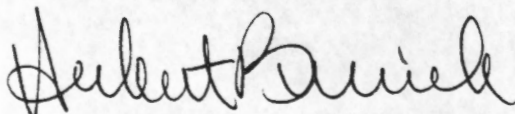
Robert Bornemann  
Director, Ice Cream Department  
SAFEWAY INC.  
Walnut Creek, CA



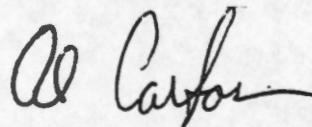
Stanley T. Bennett II  
President  
OAKHURST DAIRY  
Portland, ME



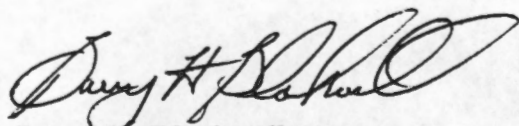
Roger Capps  
Vice President, Quality Control  
PRAIRIE FARMS DAIRY, INC.  
Carlinville, IL



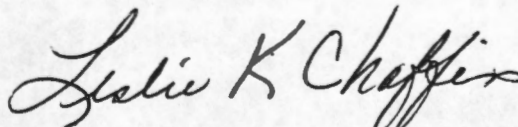
Herbert Binsack  
General Manager  
UPSTATE MILK COOPS., INC.  
LeRoy, NY



Al Carfora  
General Manager, Frozen Desserts  
BORDEN, INC.  
Columbus, OH



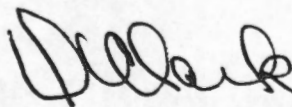
Barry H. Blackwell  
Vice President, Operations  
PACE DAIRY FOODS COMPANY  
Cincinnati, OH



Leslie K. Chaffin  
CEO  
GILLETTE/NEBRASKA DAIRIES, INC.  
Norfolk, NE

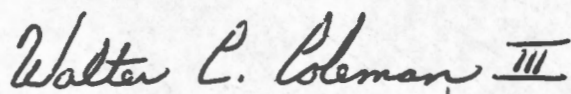


Lee E. Blakely  
Sr. VP, Dairy Manufacturing  
DAIRYMAN'S COOP. CREAMERY  
ASSOCIATION  
Tulare, CA

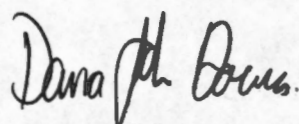


David V. Clark  
Chairman of the Board & CEO  
ESKIMO PIE CORPORATION  
Richmond, VA






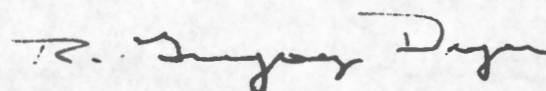
Walter C. Coleman III  
President  
COLEMAN DAIRY, INC.  
Little Rock, AR



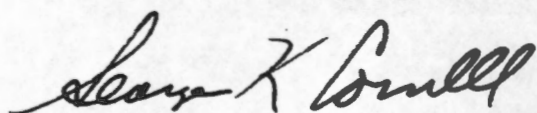
Dana John Dowers  
Vice President, Marketing  
NESTLE ICE CREAM COMPANY  
Colubus, OH



Steve G. Conerly  
CEO  
FLAV-O-RICH, INC.  
Louisville, KY



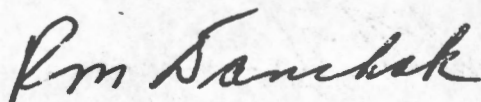
R. Gregory Dryer  
President  
AVONMORE CHEESE, INC.  
Monroe, WI



George K. Cornell  
Manager, Midwest Office  
M.E. FRANKS, INC.  
Minneapolis, MN



Wesley Eckert  
CEO  
DARIGOLD, INC.  
Seattle, WA



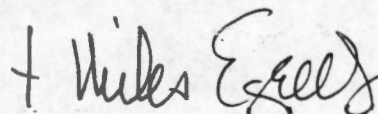
Raymond M. Danchak  
President  
PROTEIN GROUP  
Laurel, MD



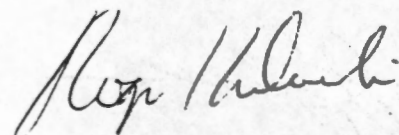
Hans Epprecht  
President  
GREAT LAKES CHEESE CO., INC.  
Newbury, OH



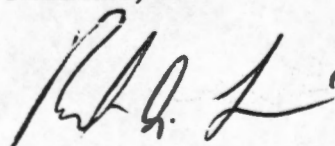
Andrew C. Dederich  
Sales Director  
SANOFI BIO INDUSTRIES, INC.  
Waukesha, WI



F. Miles Ezell, Jr.  
Chairman  
PURITY DAIRIES, INC.  
Nashville, TN

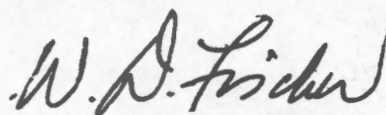


Roger K. Deromedi  
EVP & General Manager  
KRAFT GENERAL FOODS  
Glenview, IL

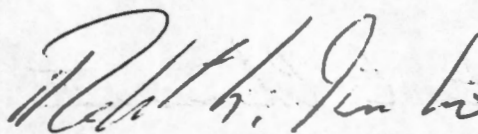


Robert A. Facchina  
CEO  
JOHANNA DAIRY, INC.  
Flemington, NJ

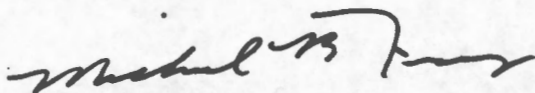




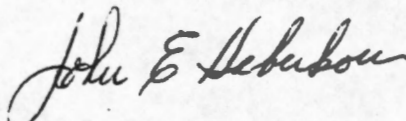
William D. Fischer  
President & COO  
DEAN FOODS COMPANY  
Franklin Park, IL



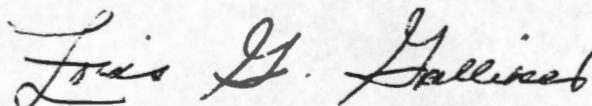
Robert L. Gromko  
Vice President, Operations  
SHAMROCK FOODS CO.  
Pheonix, AZ



Michael B. Frey  
Executive Vice President  
TURKEY HILL DAIRY, INC.  
Conestoga, PA



John E. Haberkorn  
Executive Officer  
SINTON DAIRY FOODS CO., INC.  
Colorado Springs, CO



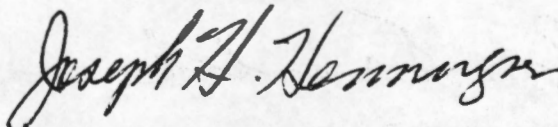
Louis G. Galliker  
President  
GALLIKER DAIRY CO.  
Johnstown, PA



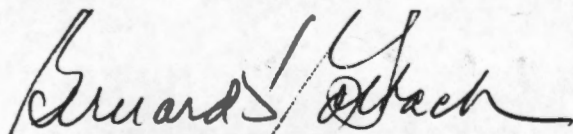
Frank S. Hanckel, Jr.  
President  
COBURG DAIRY, INC.  
North Charleston, SC



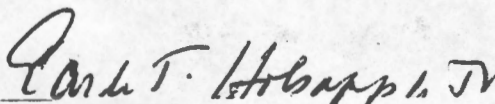
Louis P. Gentine  
President  
SARGENTO INCORPORATED  
Plymouth, WI



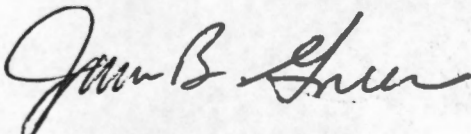
Joseph H. Henningsen  
Vice President, Manufacturing  
FRIENDLY ICE CREAM CORP.  
Wilbraham, MA



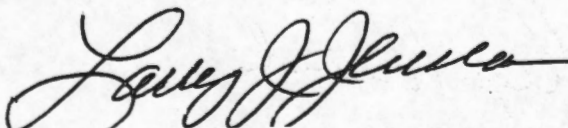
Bernard V. Golbach  
President & CEO  
MASTERS GALLERY FOODS, INC.  
Plymouth, WI



Earle T. Holsapple, Jr.  
Chairman  
WELSH FARMS INC.  
Long Valley, NJ

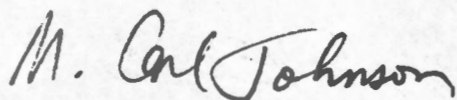


James B. Green  
President  
MARIGOLD FOODS, INC.  
Minneapolis, MN

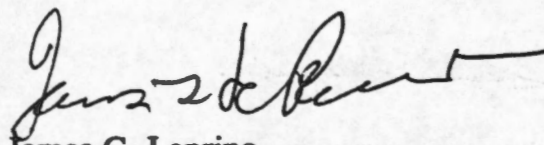


Larry J. Jensen  
Sr. VP, Finance & Administration  
LEPRINO FOODS COMPANY  
Denver, CO

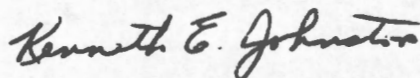




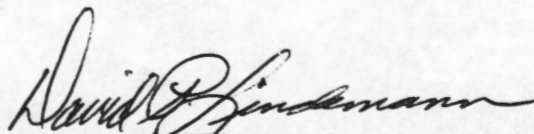
M. Carl Johnson  
EVP & Gen. Mgr., Specialty Products  
KRAFT GENERAL FOODS  
Glenview, IL



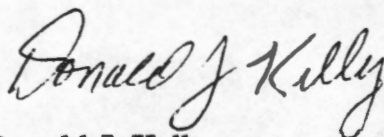
James G. Leprino  
Chairman of the Board  
LEPRINO FOODS COMPANY  
Denver, CO



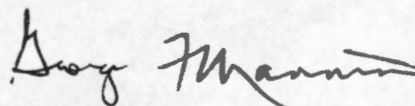
Kenneth E. Johnston  
Executive Vice President  
TATE CHEESE CO., INC.  
Valley City, IL



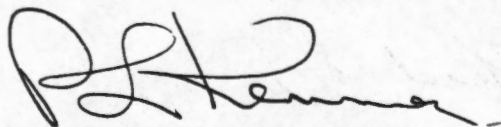
David Lindemann  
President  
NORTHERN WI. PRODUCE, CO.  
Manitowoc, WI



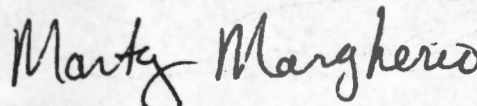
Donald J. Kelly  
Vice President, Purchasing  
SCHREIBER FOODS, INC.  
Green Bay, WI



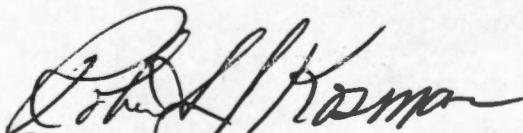
George Manninen  
President  
DAMROW COMPANY, INC.  
Fond Du Lac, WI



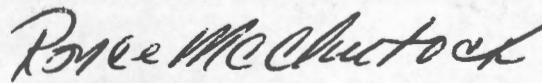
Phillip H. Kenney  
President & CEO  
DAIRY HOLDINGS, INC.  
Johnson City, TN



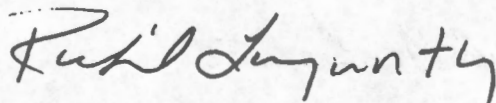
Martin J. Margherio  
President  
CROWLEY FOODS, INC.  
Binghamton, NY



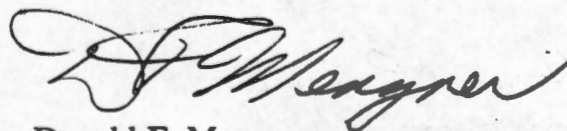
Robert J. Kosman  
Vice President, Operations  
THE KROGER CO. - DAIRY DIV.  
Cincinnati, OH



Royce McClintock  
President  
FLEMING/MALONE & HYDE DAIRY  
Memphis, TN

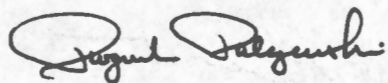


Richard Langworthy  
Sr. VP & General Manager  
H.P. HOOD INC.  
Boston, MA

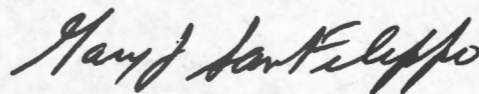


Donald F. Menzner  
President  
MARATHON CHEESE CORP.  
Marathon, WI

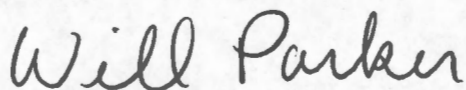




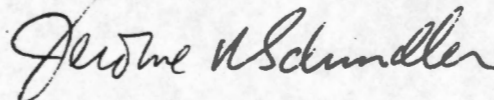
Roger L. Palczewski  
President and CEO  
SORRENTO CHEESE CO., INC.  
Buffalo, NY



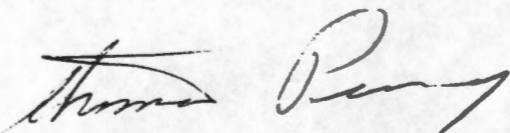
Gary J. San Filippo  
President & CEO  
ALTA-DENA CERTIFIED DAIRY  
City of Industry, CA



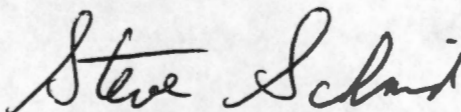
Will Parker  
Vice President, Marketing  
GOLDEN CHEESE COMPANY OF CA.  
Corona, CA



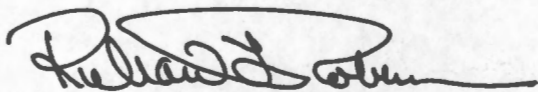
Jerome R. Schindler  
Director, Industry Relations  
BORDEN, INC.  
Columbus, OH



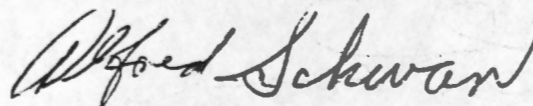
Thomas Perry  
Co-Chairman  
PERRY'S ICE CREAM CO., INC.  
Akron, NY



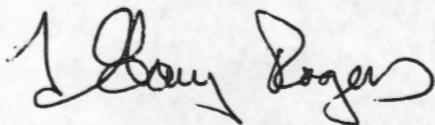
Stephen Schmid  
President  
SMITH DAIRY PRODUCTS CO.  
Orrville, OH



Richard L. Robinson  
Chairman & CEO  
ROBINSON DAIRY, INC.  
Denver, CO



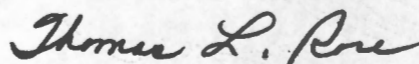
Alfred Schwan  
CEO  
SCHWAN'S SALES ENTERPRISES  
Marshall, MN



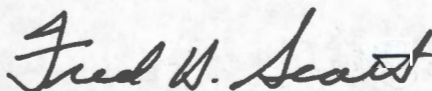
T. Gary Rogers  
Chairman  
DREYER'S GRAND ICE CREAM, INC.  
Oakland, CA



Jay S. Schwartz  
President  
JACK & JILL ICE CREAM COMPANY  
Bensalem, PA

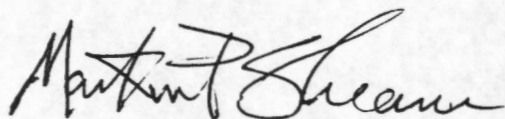


Thomas L. Rose  
Sr. Vice President, Production  
DEAN FOODS COMPANY  
Rockford, IL



Fred H. Scott  
General Manager  
SHENANDOAH'S PRIDE DAIRY  
Mt. Crawford, VA

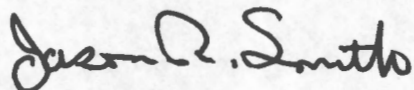




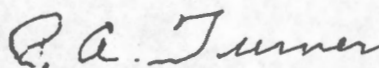
Martin P. Shearer  
President & CEO  
SOUTHERN BELLE DAIRY CO., INC.  
Somerset, KY



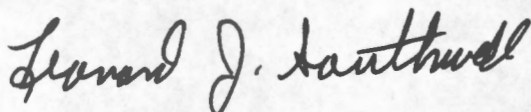
Robert Thiessen  
President  
JACKSON ICE CREAM CO., INC.  
Hutchinson, KS



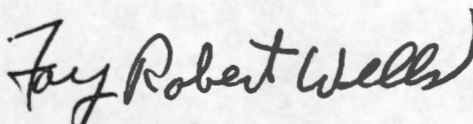
Jason R. Smith  
General Manager, Mfg. Division  
CERTIFIED GROCERS OF CA.  
Los Angeles, CA



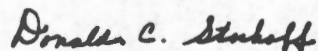
Peter A. Turner  
President  
TURNER DAIRIES, INC.  
Covington, TN



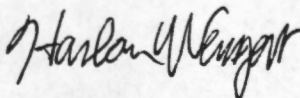
Leonard J. Southwell  
Executive Vice President & CEO  
PRAIRIE FARMS DAIRY, INC.  
Carlinville, IL



Fay Robert Wells  
CEO  
WELLS' DAIRY, INC.  
LeMars, IA



Donald C. Storhoff  
President  
WISCONSIN DAIRIES COOPERATIVE  
Baraboo, WI



Harlan Wengert  
Vice President  
WENGERT'S DAIRY, INC.  
Lebanon, PA

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.