



**Animal and Plant
Health Inspection
Service**

**Office of the
Administrator**

**1400 Independence
Avenue SW
Washington, DC
20250**

March 14, 2016

Dear Stakeholders:

Now more than ever, producers need access to the global marketplace to expand their businesses and enhance their profitability. This is a message that is reinforced every time we meet with commodity representatives. These groups have come to rely on APHIS' pivotal role in maintaining existing markets and negotiating new market opportunities based on sound science and meaningful protocols.

APHIS leads the way working with our programs to manage and resolve Sanitary and Phytosanitary (SPS) trade issues. In fiscal year (FY) 2015 alone, we facilitated and provided in-country support to successfully resolve 171 trade-related issues involving \$2.5 billion in U.S. agricultural exports.

Our trade staff helped negotiate market access to China for all apple varieties from all U.S. states—a market worth an estimated \$100 million. They also facilitated highly pathogenic avian influenza (HPAI)-related outreach and negotiations that helped the United States retain \$248.9 million in poultry exports during the worst animal disease outbreak in U.S. history. At the same time, they were instrumental in the negotiations that removed long-standing trade restrictions around bovine spongiform encephalopathy (BSE) to allow more than \$13 million in exports. Finally, they were significant in retaining our \$168.7 million wheat exports to Brazil and Kenya by conducting outreach around flag smut.

APHIS also leads several pest control programs in the Americas designed to reduce or eliminate populations of pests like Screwworm, Mediterranean fruit fly (Medfly), and Mexican fruit fly (Mexfly). These pests can impact trade if they are found here in the United States, and although we have battled a number of fruit fly outbreaks this year, it could have been far worse without this pro-active work beyond our borders.

I could fill several more pages with the work we are doing around the world to maintain markets and foster new opportunities overseas, but I hope what I have shared underscores the priority APHIS places on exports, and you can expect more of the same in 2016.

Sincerely,

Dr. Jere Dick
Associate APHIS Administrator