

January 10, 2013

Mr. Harold Daggett
President
International Longshoremen's Association
5000 West Side Ave.
North Bergen, NJ 07047

Mr. James Capo
Chairman and CEO
United States Maritime Alliance, Ltd.
485C US Highway 1 South
Iselin, NJ 08830

Dear Mr. Daggett and Mr. Capo:

The undersigned associations representing U.S. manufacturers, farmers, wholesalers, retailers, importers, exporters and transportation and logistics providers applaud the International Longshoremen's Association and the U.S. Maritime Alliance for coming to agreement in principle on key contract issues and to agreeing to another contract extension without engaging in a supply chain disruption. We strongly urge both parties to continue their focused efforts to reach a new long-term contract in advance of the February 6 expiration. It is critical that a new agreement be reached without causing disruptions to our nation's supply chains.

We are hopeful that the latest extension and agreement on key issues provides a path to a final long-term agreement before the contract extension expiration on February 6. As you are well aware, failure to reach an agreement will have serious economy-wide impacts. Just the threat of a port shutdown creates a level of uncertainty in today's fragile economic climate threatening growth and jobs. Many businesses have been forced to implement costly contingency plans several times when potential shutdowns loomed. The customers, American workers and logistical networks relying on the East Coast and Gulf Coast ports cannot afford this continued uncertainty.

We urge both parties to continue negotiating with the help of the federal mediator with the goal of finalizing a long-term accord. Our organizations believe that both sides can reach mutually acceptable contract terms that will ensure the continued success and competitiveness of these ports for the foreseeable future.

Thank you for your diligent efforts and determination to find a solution.

Sincerely,

Agricultural Retailers Association
Agriculture Transportation Coalition
Airforwarders Association
Alliance of Automobile Manufacturers
American Apparel & Footwear Association
American Association of Exporters and Importers
American Automotive Policy Council
American Chemistry Council
American Coatings Association, Inc.

American Cotton Shippers Association
American Council of Independent Laboratories
American Forest & Paper Association
American Frozen Food Institute
American Import Shippers Association
American Meat Institute
American Pyrotechnics Association
American Trucking Associations
Appalachian Hardwood Manufacturers, Inc.

Association of Food Industries
 Association of Global Automakers, Inc.
 Automotive Aftermarket Industry Association
 BizFed, Los Angeles County Business Federation
 California Business Properties Association
 California Paint Council
 California Retailers Association
 Chemical Industry Council of Illinois
 Cheese Importers Association of America
 Coalition of New England Companies for Trade
 (CONNECT)
 Connecticut Retail Merchants Association
 Distilled Spirits Council of the U.S., Inc.
 Fashion Accessories Shippers Association
 (FASA)
 Gamma Industry Processing Alliance
 Georgia Poultry Federation
 Harbor Association of Industry & Commerce
 Illinois Paint Council
 Inland Action
 Institute of Makers of Explosives
 Intermodal Motor Carriers Conference (IMCC)
 International Irradiation Association (iia)
 International Source Suppliers and Producers
 Association
 International Wood Products Association
 Kentucky Forest Industries Association
 Los Angeles Area Chamber of Commerce
 Los Angeles Customs Brokers & Freight
 Forwarders Association
 Louisiana Retailers Association
 Michigan Retailers Association
 Motor and Equipment Manufacturers Association
 NASSTRAC, Inc.
 National Association of Chemical Distributors
 National Association of Manufacturers
 National Association of State Departments of
 Agriculture
 National Cattlemen's Beef Association
 National Chicken Council
 National Cotton Council
 National Council of Farmer Cooperatives
 National Customs Brokers and Forwarders
 Association of America (NCBFAA)
 National Grain and Feed Association
 National Oilseed Processors Association
 National Pork Producers Council
 National Potato Council
 National Retail Federation
 National Wood Flooring Association
 New England Fuel Institute
 New Jersey Motor Truck Association
 New Jersey Paint Council
 New Jersey Retail Merchants Association
 North American Meat Association
 North American Shippers Association, Inc.
 Ohio Paint Council
 Outdoor Industry Association (OIA)
 Pacific Coast Council of Customs Brokers and
 Freight Forwarders
 Pacific Northwest Paint Council
 Pacific Northwest Asia Shippers Assoc.
 Pet Food Institute
 Presidents' Forum of the Distilled Spirits Industry
 Propeller Club of Los Angeles-Long Beach
 Retail Association of Maine
 Retail Council of New York State
 Retail Industry Leaders Association
 Retail Merchants of Hawaii
 Retailers Association of Massachusetts
 San Gabriel Valley Economic Partnership
 Society of Chemical Manufacturers and Affiliates
 (SOCMA)
 Sports & Fitness Industry Association
 State Chamber of Oklahoma
 Texas Paint Council
 Texas Retailers Association
 The American Hardwood Export Council
 The Fertilizer Institute
 The Hardwood Federation
 The Hardwood Manufacturers Association
 The Health & Personal Care Logistics
 Conference, Inc.
 The Hosiery Association
 The Lake State Lumber Association

The Maple Flooring Manufacturers Association	United States Association of Importers of
The National Hardwood Lumber Association	Textiles and Apparel
The National Industrial Transportation League	United Fresh Produce Association
The North American Export Grain Association	US Forage Export Council
The Ohio Council of Retail Merchants	USA Poultry & Egg Export Council
The Petroleum Marketers Association of America	USA Rice Federation
The Southeastern Lumber Manufacturers Assoc, Inc.	Utah Food Industry Association
The Waterfront Coalition	Utah Retail Merchants Association
Toy Industry Association	Vermont Retail Association
Transportation Intermediaries Association	Washington Retail Association
Travel Goods Association (TGA)	Western Hardwood Lumber Association
U.S. Chamber of Commerce	Wine and Spirits Wholesalers of America
U.S. Hide, Skin and Leather Association	Yankton Area Chamber of Commerce
U.S. Meat Export Federation	Yankton Chapter of Kids Against Hunger