August 8, 2016

Mr. Robert McEllrath      Mr. James McKenna
President       Chairman and CEO
International Longshore and Warehouse Union  Pacific Maritime Association
1188 Franklin Street, 4th Floor    555 Market Street, Third Floor
San Francisco, CA 94109     San Francisco, CA 94105

Dear Mr. McEllrath and Mr. McKenna:

The undersigned organizations representing manufacturers, farmers and agribusinesses, wholesalers, retailers, importers, exporters, distributors, transportation and logistics providers, and other supply chain stakeholders are writing to follow up on our March 15th letter encouraging the ILWU and PMA to begin early discussions on either a contract extension or a new contract. We strongly believe a contract extension is critical to ensure stability and predictability at West Coast ports.

You have both recognized the negative economic impact of disruptions and slowdowns that occurred during the last negotiations. We believe starting negotiations early will help avoid a repeat of that experience. As we have previously stated, we believe a new model for future negotiations needs to be developed, one which stresses early and continuous dialogue. This should include a pledge by both parties to ensure there are no disruptions to cargo movement during negotiations. Maintaining the arbitration mechanisms in the existing contract for the duration of the negotiations, even if the contract expires before a final agreement is reached, is critical to that process.

We applaud your organizations for considering an extension of the current contract. However, we now call upon you to agree to the requests and begin the negotiations. We fully believe that agreeing early to a contract extension or a new long-term contract will provide the stability and predictability that is needed for global competitiveness that will benefit all stakeholders (labor, terminal operators, cargo owners, etc.) who rely on West Coast ports.

Thank you for your consideration of our request.

Sincerely,

Agricultural Retailers Association
Agriculture Transportation Coalition
Alliance of Automobile Manufacturers
Almond Alliance of California
American Apparel & Footwear Association (AAFA)
American Association of Exporters and Importers
American Chemistry Council
American Coatings Association, Inc.
American Cotton Shippers Association
American Farm Bureau Federation
American Forest & Paper Association
American Import Shippers Association
American Potato Trade Alliance
American Pyrotechnics Association
American Soybean Association
American Trucking Associations
Association of Food Industries
Association of Global Automakers
Auto Care Association
California Business Properties Association
California Chamber of Commerce
California Dried Plum Board
California Fresh Fruit Association
California League of Food Processors
California Retailers Association
California Trucking Association
California Walnut Commission
CAWA - Representing the Automotive Parts Industry
Coalition of New England Companies for Trade (CONECT)
Columbia Basin Development League
Columbia River Association of Customs Brokers and Freight Forwarders
Corn Refiners Association
Customs Brokers and Freight Forwarders Association of Northern California
Customs Brokers and Freight Forwarders of Washington State
Fashion Accessories Shippers Association (FASA)
Footwear Distributors & Retailers of America (FDRA)
Foreign Trade Association
Furniture Shippers Association
Gamma Industry Processing Alliance (GIPA)
Gemini Shippers Group
Global Cold Chain Alliance
Green Coffee Association
Harbor Trucking Association
Home Furnishings Association
Idaho Potato Commission
Institute of Scrap Recycling Industries, Inc.
Intermodal Motor Carriers Conference (IMCC)
International Association of Refrigerated Warehouses
International Dairy Foods Association
International Refrigerated Transportation Association
International Source Suppliers and Producers Association (ISSPA)
International Wood Products Association
Juvenile Products Manufacturers Association
Los Angeles Area Chamber of Commerce
Los Angeles Association of Customs Brokers and Freight Forwarders
Los Angeles Customs Brokers & Freight Forwarders Association, Inc.
Meat Importers Council of America
Midwest Shippers Association
Motor & Equipment Manufacturers Association
Motorcycle Industry Council
National Association of Beverage Importers
National Association of Chemical Distributors
National Association of Egg Farmers
National Association of Manufacturers
National Chicken Council
National Cotton Council
National Council of Farmer Cooperatives
National Customs Brokers and Forwarders Association of America
National Grain and Feed Association
National Milk Producers Federation
National Oilseed Processors Association
National Onion Association
National Pork Producers Council
National Potato Council
National Retail Federation
National Shippers Strategic Transportation Council (NASSTRAC, Inc.)
Naturipe Farms
New Jersey Motor Truck Association
New York/New Jersey Foreign Freight Forwarders and Borders Association
North American Blueberry Council
North American Export Grain Association
North American Meat Institute
North American Shippers Association, Inc.
Northwest Food Processors Association
Northwest Horticultural Council
Oregon Cattlemen's Association
Oregon Dairy Farmers Association
Oregon Farm Bureau Federation
Oregon Wheat Growers League
Outdoor Power Equipment Institute (OPEI)
Pacific Coast Council of Customs Brokers and Freight Forwarders
Promotional Products Association International (PPAI)
Propeller Club of Los Angeles-Long Beach
Retail Industry Leaders Association
San Diego Association of Customs Brokers and Freight Forwarders
Soy Transportation Coalition
Sports & Fitness Industry Association
Sunsweet Growers Inc.
Tea Association of the U.S.A., Inc.
The Airforwarders Association
The Hardwood Federation
The National Industrial Transportation League
The Vinyl Institute
The Waterfront Coalition
Toy Industry Association, Inc.
Transportation Intermediaries Association
Travel Goods Association (TGA)
U.S Apple Association
U.S. Chamber of Commerce
U.S. Dairy Export Council
U.S. Hide, Skin and Leather Association
U.S. Meat Export Federation
United Fresh Produce Association
United States Fashion Industry Association
USA Poultry & Egg Export Council
Washington Association of Wheat Growers
Washington Council for International Trade
Washington Farm Bureau
Washington Retail Association
Washington State Hay Growers Association
Washington State Potato Commission
Washington State Tree Fruit Association
Washington Trucking Associations
Western Growers
Wine & Spirits Wholesalers of America