

March 15, 2016

Mr. Robert McEllrath  
President  
International Longshore and Warehouse Union  
1188 Franklin Street, 4th Floor  
San Francisco, CA 94109

Mr. James McKenna  
Chairman and CEO  
Pacific Maritime Association  
555 Market Street, Third Floor  
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 urge the ILWU and PMA to begin early discussions on either a contract extension or a new contract with the goal to conclude negotiations before the current contract expires on June 30, 2019. We also encourage you to avoid a repeat of the disruptions and slowdowns that occurred during the 2014 contract negotiations.

While we are encouraged by your remarks at the recent Journal of Commerce Transpacific Maritime (TPM) conference, and are pleased that you recognize the negative economic impact of disruptions and slowdowns, we also know there will be important and difficult issues for both of you to resolve during the next set of negotiations. All the more reason, we believe, for those talks to begin as early as possible in order to lay the groundwork for a new contract, or contract extension, without major disruption.

We believe a new model for future negotiations needs to be developed, one which stresses early and continuous dialogue. In addition, we would like to see both of you pledge to avoid actions that would slow, stop, or disrupt cargo movement during negotiations. At a minimum, we urge you to maintain the arbitration mechanisms in the existing contract for the duration of the negotiations, even if the contract expires before a final agreement is reached.

The impact of cargo disruptions during the 2014 negotiations was widespread and affected many stakeholders at the ports and throughout the United States. The costs were enormously high for many economic sectors. We cannot afford a repeat in 2019.

Our organizations and the members we represent believe that both parties can reach an agreement to ensure the continued success and competitiveness of West Coast ports for the foreseeable future. Agreeing early to a long-term contract will provide the stability and predictability our collective members need, while protecting against any self-inflicted harm to the broader U.S. economy. Maintaining arbitration procedures during negotiations will also give a measure of certainty to the cargo interests who are ultimately the ports' customers.

Thank you for your consideration of our request.

Sincerely,

Agricultural & Food Transporters  
Conference (AFTC)  
Agriculture Transportation Coalition  
Airforwarders Association

Alliance of Automobile Manufacturers  
Almond Hullers & Processors Association  
American Apparel & Footwear Association (AAFA)

American Association of Exporters and Importers (AAEI)  
 American Chemistry Council  
 American Cotton Shippers Association  
 American Farm Bureau Federation  
 American Forest & Paper Association  
 American Frozen Food Institute  
 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, Inc.  
 Auto Care Association  
 BizFed  
 California Business Properties Association  
 California Chamber of Commerce  
 California Farm Bureau Federation  
 California Fresh Fruit Association  
 California League of Food Processors  
 California Retailers Association  
 California Trucking Association  
 CAWA - Representing the Automotive Parts Industry  
 Chicago Customs Brokers and Forwarders Association  
 Columbia Basin Development League  
 Columbia River Customs Brokers & Forwarders Association  
 Consumer Technology Association (*formerly Consumer Electronics Association*)  
 Corn Refiners Association  
 Customs Brokers & International Freight Forwarders of Washington State  
 Customs Brokers and Forwarders Association of Northern California  
 Footwear Distributors & Retailers of America (FDRA)  
 Foreign Trade Association  
 Gamma Industry Processing Alliance (GIPA)  
 Global Cold Chain Alliance  
 Green Coffee Association  
 Halloween Industry Association, Inc (HIA)  
 Harbor Association of Industry & Commerce  
 Harbor Trucking Association  
 Home Furnishings Association  
 Idaho Potato Commission  
 Institute of Scrap Recycling Industries, Inc. (ISRI)  
 Intermodal Motor Carriers Conference (IMCC)  
 International Association of Movers (IAM)  
 International Association of Refrigerated Warehouses  
 International Fragrance Association, North America  
 International Refrigerated Transportation Association  
 International Source Suppliers and Producers Association (ISSPA)  
 International Wood Products Association  
 Juvenile Products Manufacturers Association, Inc (JPMA)  
 Los Angeles Area Chamber of Commerce  
 Los Angeles Customs Brokers & Freight Forwarders Association  
 Meat Import Council of America  
 Midwest Shippers Association  
 Motor & Equipment Manufacturers Association  
 Motorcycle Industry Council  
 National Alfalfa & Forage Alliance  
 National Association of Chemical Distributors  
 National Association of Egg Farmers  
 National Association of Manufacturers  
 National Cotton Council  
 National Council of Farmer Cooperatives  
 National Customs Brokers and Forwarders Association of America  
 National Electrical Manufacturers Association (NEMA)  
 National Fisheries Institute  
 National Grain and Feed Association  
 National Hay Association  
 National Oilseed Processors Association  
 National Onion Association  
 National Pork Producers Council  
 National Potato Council  
 National Retail Federation  
 National Shippers Strategic Transportation Council (NASSTRAC)  
 National Waste & Recycling Association  
 New York New Jersey Foreign Freight Forwarders and Brokers Association  
 North American Meat Institute  
 Northwest Food Processors Association  
 Northwest Horticultural Council  
 Outdoor Power Equipment Institute, Inc.  
 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 Customs Brokers Association  
Specialized Carriers & Rigging Association  
Tea Association of the U.S.A., Inc.  
The Hardwood Federation  
The National Industrial Transportation League  
The Waterfront Coalition  
Toy Industry Association  
Travel Goods Association (TGA)  
United Fresh Produce Association  
United States Fashion Industry Association  
U.S. Apple Association

U.S. Hide, Skin and Leather Association  
US Apple Export Council  
US Forage Export Council  
Vinyl Building Council  
Vinyl Institute  
Washington Association of Wheat Growers  
Washington Grain Commission  
Washington Council on International Trade  
Washington Farm Bureau  
Washington Retail Association  
Washington State Hay Growers Association  
Washington State Tree Fruit Association  
Washington State Potato Commission  
Western Growers