

August 8, 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 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,

1. Agricultural Retailers Association
2. Agriculture Transportation Coalition
3. Alliance of Automobile Manufacturers
4. Almond Alliance of California
5. American Apparel & Footwear Association (AAFA)
6. American Association of Exporters and Importers
7. American Farm Bureau Federation
8. American Forest & Paper Association
9. American Import Shippers Association
10. American Potato Trade Alliance
11. American Pyrotechnics Association
12. American Soybean Association
13. American Trucking Associations

14. Association of Food Industries
15. Association of Global Automakers
16. Auto Care Association
17. California Business Properties Association
18. California Chamber of Commerce
19. California Dried Plum Board
20. California Fresh Fruit Association
21. California League of Food Processors
22. California Retailers Association
23. California Trucking Association
24. California Walnut Commission
25. CAWA - Representing the Automotive Parts Industry
26. Coalition of New England Companies for Trade (CONNECT)
27. Columbia Basin Development League
28. Columbia River Association of Customs Brokers and Freight Forwarders
29. Corn Refiners Association
30. Customs Brokers and Forwarders Association of Northern California
31. Customs Brokers and Freight Forwarders of Washington State
32. Fashion Accessories Shippers Association (FASA)
33. Foreign Trade Association
34. Furniture Shippers Association
35. Gamma Industry Processing Alliance (GIPA)
36. Gemini Shippers Group
37. Global Cold Chain Alliance
38. Green Coffee Association
39. Harbor Trucking Association
40. Home Furnishings Association
41. Idaho Potato Commission
42. Institute of Scrap Recycling Industries, Inc.
43. Intermodal Motor Carriers Conference (IMCC)
44. International Association of Refrigerated Warehouses
45. International Refrigerated Transportation Association
46. International Source Suppliers and Producers Association (ISSPA)
47. International Wood Products Association
48. Juvenile Products Manufacturers Association
49. Los Angeles Area Chamber of Commerce
50. Los Angeles Association of Customs Brokers and Freight Forwarders
51. Los Angeles Customs Brokers & Freight Forwarders Association, Inc.
52. Meat Importers Council of America
53. Midwest Shippers Association
54. Motorcycle Industry Council
55. National Association of Beverage Importers
56. National Association of Chemical Distributors
57. National Association of Egg Farmers
58. National Association of Manufacturers
59. National Cotton Council
60. National Council of Farmer Cooperatives
61. National Customs Brokers and Forwarders Association of America
62. National Grain and Feed Association

63. National Milk Producers Federation
64. National Oilseed Processors Association
65. National Onion Association
66. National Pork Producers Council
67. National Potato Council
68. National Retail Federation
69. National Shippers Strategic Transportation Council (NASSTRAC, Inc.)
70. Naturipe Farms
71. New Jersey Motor Truck Association
72. New York/New Jersey Foreign Freight Forwarders and Borders Association
73. North American Blueberry Council
74. North American Export Grain Association
75. North American Meat Institute
76. North American Shippers Association, Inc.
77. Northwest Food Processors Association
78. Northwest Horticultural Council
79. Oregon Cattlemen's Association
80. Oregon Dairy Farmers Association
81. Oregon Farm Bureau Federation
82. Oregon Wheat Growers League
83. Pacific Coast Council of Customs Brokers and Freight Forwarders
84. Promotional Products Association International (PPAI)
85. Propeller Club of Los Angeles-Long Beach
86. Retail Industry Leaders Association
87. San Diego Association of Customs Brokers and Freight Forwarders
88. Soy Transportation Coalition
89. Sports & Fitness Industry Association
90. Sunsweet Growers Inc.
91. Tea Association of the U.S.A., Inc.
92. The Airforwarders Association
93. The Hardwood Federation
94. The National Industrial Transportation League
95. The Vinyl Institute
96. The Waterfront Coalition
97. Toy Industry Association, Inc.
98. Transportation Intermediaries Association
99. Travel Goods Association (TGA)
100. U.S Apple Association
101. U.S. Chamber of Commerce
102. U.S. Dairy Export Council
103. U.S. Hide, Skin and Leather Association
104. United Fresh Produce Association
105. United States Fashion Industry Association
106. Washington Association of Wheat Growers
107. Washington Council for International Trade
108. Washington Farm Bureau
109. Washington Retail Association
110. Washington State Hay Growers Association
111. Washington State Potato Commission

112. Washington State Tree Fruit Association
113. Washington Trucking Associations
114. Western Growers