

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 15<sup>th</sup> 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 (CONNECT)

Columbia Basin Development League

Columbia River Association of Customs Brokers and Freight Forwarders

Corn Refiners Association

Customs Brokers and 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