

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