

December 7, 2012

Mr. Harold Daggett  
President  
International Longshoremen's Association  
5000 West Side Ave.  
North Bergen, NJ 07047

Mr. James Capo  
Chairman and CEO  
United States Maritime Alliance, Ltd.  
485C US Highway 1 South  
Iselin, NJ 08830

Dear Mr. Daggett and Mr. Capo:

On behalf of the undersigned organizations representing United States manufacturers, farmers, wholesalers, retailers, and transportation and logistics providers we urge both parties to make every attempt possible at reaching an agreement on a new contract beginning with next week's scheduled negotiating session. It is critical that a new agreement can be reached between both sides without disruptions to the movement of freight.

There are important issues for both parties to resolve and we urge you to stay at the negotiating table until a deal is reached even if this extends beyond the current deadline extension of December 29. Failure to reach an agreement will have serious economy-wide impacts. The threat of an East Coast and Gulf Coast port shutdown creates a level of uncertainty in a fragile economic climate and has forced many businesses to once again enact contingency plans that come at a significant cost to jobs and our economic competitiveness.

The West Coast lockout 10 years ago cost the U.S. economy \$1 billion a day and it took over six months to recover from the 11-day closure. The East Coast and Gulf Coast ports and their customers cannot afford a similar situation.

We urge both parties to continue negotiating with the goal of finalizing a long term labor agreement without any disruptions to the supply chain. Our organizations believe that both parties can reach an agreement that will ensure the continued success and competitiveness of these ports for the foreseeable future. Thank you for your consideration.

Sincerely,

Agriculture Transportation Coalition  
Airforwarders Association  
Alliance of Automobile Manufacturers  
Amcot  
American Apparel & Footwear Association  
American Association of Exporters and  
Importers  
American Cotton Shippers Assoc.

American Council of Independent  
Laboratories  
American Farm Bureau  
American Forest and Paper Association  
American Import Shippers Association, Inc.  
American Meat Institute  
American Trucking Associations  
Association of Food Industries (AFI)

Association of Global Automakers  
BizFed, Los Angeles County Business  
Federation  
California Retailers Association  
Chambers of Commerce Alliance of Ventura  
& Santa Barbara Counties  
Cheese Importers Association of America  
Coalition of New England Companies for  
Trade – CONECT  
Columbia River Customs Brokers and Freight  
Forwarders Assn  
Connecticut Retail Merchants Association  
Fashion Accessories Shippers Association  
(FASA)  
Food Marketing Institute  
Gemini Shippers Association  
Harbor Association of Industry & Commerce  
Intermodal Motor Carriers Conference  
International Wood Products Association  
Los Angeles Area Chamber of Commerce  
Los Angeles Customs Brokers & Freight  
Forwarders Association  
Michigan Retailers Association  
Motor and Equipment Manufacturers  
Association (MEMA)  
NASSTRAC, Inc.  
National Association of Manufacturers  
National Cattlemen’s Beef Association  
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 Oilseed Processors Association  
National Retail Federation  
New Jersey Motor Truck Association  
New Jersey Retail Merchants Association  
North American Export Grain Association  
North Carolina Retail Merchants Association  
Ohio Council of Retail Merchants  
Pacific Coast Council of Customs Brokers and  
Freight Forwarders  
Propeller Club of Los Angeles-Long Beach  
Retail Association of Maine  
Retailers Association of Massachusetts  
Retail Council of New York State  
Retail Industry Leaders Association  
San Gabriel Valley Economic Partnership  
South Bay Assn of Chambers of Commerce  
South Carolina Retail Association  
The National Industrial Transportation League  
The Hardwood Federation  
The Health & Personal Care Logistics  
Conference, Inc.  
The Waterfront Coalition  
Toy Industry Association  
Transportation Intermediaries Association  
Travel Goods Association (TGA)  
United Fresh Produce Association  
U.S. Chamber of Commerce  
U.S. Hide, Skin and Leather Association  
US Association of Importers of Textiles and  
Apparel  
Washington Retail Association