

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,

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
 Distilled Spirits Council of the United States, Inc.
 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.)
 National Turkey Federation
 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 Industry Association (OIA)
 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