

June 13, 2017

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 applaud the International Longshore and Warehouse Union (ILWU) and Pacific Maritime Association (PMA) for agreeing to early discussions on a contract extension. We are especially pleased that early discussions have resulted in a three-year contract extension offer, and we hope ILWU members will give the proposed offer their support when they consider it later this summer.

Agreeing to early contract discussions was clearly a difficult and unprecedented step. However, we believe it is a step that should serve as a model for future negotiations. Uncertainty and supply chain disruptions have caused great economic harm in the past. We strongly believe that early and continuous dialog can strengthen the U.S. economy and the competitive position of West Coast international gateways.

More important, an early contract extension will provide the stability and predictability needed to enhance U.S. global competitiveness, and will benefit many U.S. stakeholders including labor, terminal operators, cargo owners, transportation providers, and many U.S. workers and consumers.

Sincerely,

Agricultural Retailers Association  
Agriculture and Commodities Transportation  
Coalition (AgTC)  
Airforwarders Association  
Alliance of Automobile Manufacturers  
Almond Alliance of California  
American Apparel & Footwear Association  
American Cotton Shippers Association  
American Chemistry Council  
American Forest and Paper Association  
American Feed Industry Association  
American Frozen Food Institute  
American Home Furnishings Alliance  
American Import Shippers Association  
American Potato Trade Alliance  
American Pyrotechnics Association  
American Trucking Associations  
Association of Food Industries

Auto Care Association  
California Apple Commission  
California Blueberry Association  
California Blueberry Commission  
California Business Properties Association  
California Farm Bureau Federation  
California League of Food Processors  
California Retailers Association  
California Trucking Association  
California Trucking Association Intermodal  
Conference  
California Walnut Commission  
CAWA- Representing the Automotive Parts  
Industry  
Coalition of New England Companies for  
Trade (CONNECT)  
Columbia River Customs Brokers and  
Forwarders Association

Consumer Technology Association  
 Corn Refiners Association  
 Customs Brokers and Forwarders Association  
 of Northern California  
 Customs Brokers and International Freight  
 Forwarders Association 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  
 Gemini Shippers Association  
 Global Cold Chain Alliance  
 Green Coffee Association  
 Grocery Manufacturers Association  
 Harbor Association of Industry & Commerce  
 (HAIC)  
 Harbor Trucking Association  
 Hardwood Federation  
 Hop Growers of America  
 Hop Growers of Washington  
 Idaho Potato Commission  
 Institute of Scrap Recycling Industries, Inc.  
 Intermodal Motor Carriers Conference  
 International Association of Refrigerated  
 Warehouses  
 International Refrigerated Transportation  
 Association  
 International Warehouse and Logistics  
 Association  
 International Wood Products Association  
 Los Angeles Customs Brokers and Freight  
 Forwarders Association  
 Meat Import Council of America  
 Midwest Shippers Association  
 Motor and Equipment Manufacturers  
 Association  
 Motorcycle Industry Council  
 National Association of Beverage Importers  
 National Association of Chemical Distributors  
 National Association of Egg Farmers  
 North American Millers' Association  
 National Chicken Council  
 National Cotton Council  
 National Council of Farmer Cooperatives  
 National Customs Brokers and Forwarders  
 Association of America (NCBFAA)  
 National Fisheries Institute  
 National Grain and Feed Association  
 National Industrial Transportation League  
 National Oilseed Processors Association  
 National Onion Association  
 National Pork Producers Council  
 National Potato Council  
 National Renderers Association  
 National Retail Federation  
 National Shippers Strategic Transportation  
 Council (NASSTRAC)  
 National Turkey Federation  
 National Waste & Recycling Association  
 Naturipe Farms  
 New Jersey Motor Truck Association  
 New York/New Jersey Foreign Freight  
 Forwarders and Brokers Association  
 North American Blueberry Council  
 North American Export Grain Association  
 North American Meat Institute  
 Northwest Horticultural Council  
 Oregon Dairy Farmers Association  
 Outdoor Industry Association  
 Pacific Coast Council of Customs Brokers &  
 Freight Forwarders  
 Promotional Products Association  
 International (PPAI)  
 Retail Industry Leaders Association  
 San Diego Customs Brokers Association  
 Specialized Furniture Carriers  
 Sports and Fitness Industry Association  
 Tea Association of the U.S.A., Inc.  
 The National Association of Egg Farmers  
 The Toy Association  
 Transportation Intermediaries Association  
 Travel Goods Association (TGA)  
 U.S. Apple Association  
 U.S. Chamber of Commerce  
 U.S. Fashion Industry Association  
 U.S. Grains Council  
 U.S. Hide, Skin and Leather Association  
 U.S. Meat Export Federation  
 United Fresh Produce Association  
 United States Council for International  
 Business (USCIB)  
 Washington Association of Wheat Growers  
 Washington Blueberry Commission

Washington Grain Commission  
Washington Farm Bureau  
Washington State Hay Growers Association  
Washington State Potato Commission  
Washington Retail Association

Washington State Tree Fruit Association  
Washington Trucking Associations  
Western Growers  
Wine & Spirits Wholesalers of America