

January 16, 2015

Mr. Robert McEllrath
President
International Longshore and Warehouse Union
1188 Franklin Street, Fourth 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:

On behalf of the undersigned organizations representing manufacturers, farmers and agribusinesses, wholesalers, retailers, importers, exporters, distributors, and transportation and logistics providers, we appreciate both parties resuming negotiations this month with the assistance of Scot Beckenbaugh, Deputy Director of the Federal Mediation and Conciliation Service.

We fully respect the process of collective bargaining and we understand the importance of the key issues that both management and labor are trying to resolve. We believe that the two parties must come to a resolution of the issues that is satisfactory for all concerned. We have been disappointed, however, by the exchanges that have occurred in the media and accusations by both sides of improper tactics. As customers of your ports, and industries affected by their operations, our members desperately need this negotiation to be concluded and operations returned to normal levels of through-put.

Over the summer months, both sides verbally agreed to work during the negotiations without interruptions. That promise was broken and the consequences have been to the detriment of our collective industries, the economy and our global competitiveness. The stakes are extremely high and the uncertainty at the West Coast ports is causing great reputational and economic harm to our nation. Policymakers in Washington, DC cannot solve the myriad of issues surrounding these talks, but the competitive marketplace will respond if you continue on this current path.

Sales of American exports remain clouded in uncertainty across Asia and our overseas competitors eagerly highlight the problems at West Coast ports as a reason not to purchase American made or grown products. Manufacturers in the Midwest have had to slow and even stop production lines due to delays in receiving containers from the West Coast that hold critical inputs. Retailers are now seeing delays of early spring merchandise including products for Valentine's Day and Easter. Supply chains across all of our industry sectors have already been adversely impacted due to events far beyond our control over the past several months. It is a black eye for the broader economy and some jobs have and will continue to be lost as a result of continued delays at the ports.

Please consider allaying the growing concerns of the many thousands of businesses and millions of jobs which rely on West Coast ports for orderly and timely supply chain operations by working together to conclude the ongoing contract negotiations so we can then address the congestion issues at key West Coast ports. With the help of the Deputy Director Beckenbaugh, we ask for a renewed commitment to stay the course, complete the contract negotiations as soon

as possible and work to resolve the current congestion issues without further interrupting the flow of commerce.

Sincerely,

Agricultural Retailer Association
Agriculture Transportation Coalition (AgTC)
Agri-Business Council of Oregon
Airforwarders Association
Alliance of Automobile Manufacturers
AMCOT
American Apparel & Footwear Association (AAFA)
American Association of Exporters and Importers
American Association of Port Authorities
American Cotton Shippers Association
American Farm Bureau Federation
American Forest and Paper Association
American Frozen Food Institute
American Home Furnishings Alliance
American Import Shippers Association
American Pistachio Growers
American Potato Trade Alliance
American Pyrotechnics Association
American Soybean Association
American Trucking Associations
Association of American Railroads
Association of California Recycling Industries
Association of Food Industries
Association of Washington Business
Auto Care Association
Beer Institute
Bicycle Product Suppliers Association
BizFed
CalChamber
California Business Properties Association
California Farm Bureau Federation
California Retailers Association
California Rice Commission
California Trucking Association
California Walnut Commission
Columbia River Customs Brokers and Forwarders Association
Coalition of New England Companies for Trade (CONNECT)
Consumer Electronics Association
Cookware Manufacturers Association
Corn Refiners Association
Customs Brokers and Forwarders Assoc. of Northern California

Customs Brokers and International Freight Forwarders of Washington State
Distilled Spirits Council of the U.S., Inc.
Express Association of America
Fashion Accessories Shippers Association (FASA)
Food Marketing Institute
Footwear Distributors and Retailers of America (FDRA)
Foreign Trade Association (FTA)
Gamma Industry Processing Alliance (GIPA)
Gemini Shippers Association
Global Automakers
Green Coffee Association
Grocery Manufacturers Association
Halloween Industry Association
Harbor Association of Industry & Commerce
Idaho Potato Commission
Indiana State Poultry Association
Information Technology Industry Council
Inland Action
Inland Empire Economic Partnership
Institute of Makers of Explosives
Institute of Scrap Recycling Industries, Inc.
Intermodal Association of North America
Intermodal Motor Carriers Conference (IMCC)
International Casual Furnishings Association
International Dairy Foods Association
International Fragrance Association, North America
International Irradiation Association
International Source Suppliers and Producers Association (ISSPA)
International Warehouse and Logistics Association
International Wood Products Association
Juvenile Products Manufacturers Association
Kansas Livestock Association
Leather Industries of America
Los Angeles Area Chamber of Commerce
Los Angeles Customs Brokers and Freight Forwarders Association
Meat Importers Council of America
Michigan Retailers Association
Midwest Shippers Association
Minnesota Soybean Growers Association
Mississippi Poultry Association
Montana Retail Association
Motor & Equipment Manufacturers Association
Motorcycle Industry Council
NAIOP SoCal
National Alfalfa & Forage Alliance
National Association of Beverage Importers

National Association of Chemical Distributors
National Association of Egg Farmers
National Association of Manufacturers
National Cattlemen's Beef Association
National Chicken Council
National Corn Growers Association
National Cotton Council
National Council of Chain Restaurants
National Council of Farmer Cooperatives
National Electrical Manufacturers Association (NEMA)
National Fisheries Institute
National Customs Brokers and Forwarders of America
National Grain and Feed Association
National Oilseed Processors Association
National Pork Producers Council
National Potato Council
National Retail Federation
National Shippers Strategic Transportation Council (NASSTRAC)
National Turkey Federation
National Waste & Recycling Association
North American Export Grain Association
North American Meat Institute
North American Shippers Association, Inc.
Northwest Food Processors Association
Northwest Horticultural Council
NY/NJ Foreign Freight Forwarders and Customs Brokers
Orange County Business Council
Oregon Department of Agriculture
Oregon Export Straw Association
Oregon Farm Bureau
Oregon Potato Commission
Oregon Seed Association
Oregon Women for Agriculture
Organic Trade Association
Outdoor Industry Association
Outdoor Power Equipment Institute (OPEI)
Pacific Coast Council of Customs Brokers and Freight Forwarders
Pacific Northwest Vegetable Association
PNASA – Pacific Northwest Asia Shippers Association
Potato Growers of Idaho
Produce Marketing Association
Promotional Products Association International (PPAI)
Propeller Club of Los Angeles-Long Beach
Retail Council of Canada
Retail Industry Leaders Association
San Diego Customs Brokers and Forwarders Association

San Gabriel Economic Partnership
Society of Chemical Manufacturers and Affiliates (SOCMA)
Southern California Shippers Association
Specialized Furniture Carriers
Specialty Crop Trade Council
Sports & Fitness Industry Association
Texas Cotton Association
The Fertilizer Institute
The Hardwood Federation
The National Industrial Transportation League (NITL)
The Presidents' Forum of the Distilled Spirits Industry
The Waterfront Coalition
Toy Industry Association
Transportation Intermediaries Association
Travel Goods Association (TGA)
United Fresh Produce Association
United States Council for International Business
United States Fashion Industry Association
U.S. Apple Association
U.S. Chamber of Commerce
U.S. Forage Export Council
U.S. Meat Export Federation
US. Shippers Association
U.S. Soybean Export Council
US Hide, Skin and Leather Association
USA Poultry & Egg Export Council
Washington Apple Commission
Washington Council on International Trade
Washington Farm Bureau
Washington Mint Growers Association
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
Wine and Spirits Shippers Association
Wine Institute
Wisconsin Soybean Growers Association
Women in International Trade, Los Angeles

cc: Acting Director Allison Beck, Federal Mediation and Conciliation Service
Deputy Director Scot Beckenbaugh, Federal Mediation and Conciliation Service