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 Institute of Scrap Recycling Industries, Importers (AAEI) Inc. (ISRI) American Chemistry Council Intermodal Motor Carriers Conference (IMCC) International Association of Movers (IAM) American Cotton Shippers Association American Farm Bureau Federation International Association of Refrigerated American Forest & Paper Association Warehouses American Frozen Food Institute International Fragrance Association, North America International Refrigerated Transportation American Import Shippers Association American Potato Trade Alliance Association American Pyrotechnics Association **International Source Suppliers and Producers** Association (ISSPA) American Soybean Association **American Trucking Associations** International Wood Products Association Association of Food Industries Juvenile Products Manufacturers Association, Association of Global Automakers, Inc. Inc (JPMA) Auto Care Association Los Angeles Area Chamber of Commerce Los Angeles Customs Brokers & Freight **BizFed** California Business Properties Association Forwarders Association California Chamber of Commerce Meat Import Council of America California Farm Bureau Federation Midwest Shippers Association Motor & Equipment Manufacturers Association California Fresh Fruit Association Motorcycle Industry Council California League of Food Processors California Retailers Association National Alfalfa & Forage Alliance California Trucking Association National Association of Chemical Distributors CAWA - Representing the Automotive Parts National Association of Egg Farmers Industry National Association of Manufacturers Chicago Customs Brokers and Forwarders National Cotton Council Association National Council of Farmer Cooperatives Columbia Basin Development League National Customs Brokers and Forwarders Columbia River Customs Brokers & Association of America Forwarders Association National Electrical Manufacturers Association (NEMA) Consumer Technology Association (formerly National Fisheries Institute Consumer Electronics Association) National Grain and Feed Association Corn Refiners Association National Hay Association Customs Brokers & International Freight National Oilseed Processors Association Forwarders of Washington State National Onion Association Customs Brokers and Forwarders Association National Pork Producers Council of Northern California National Potato Council Footwear Distributors & Retailers of America National Retail Federation National Shippers Strategic Transportation (FDRA) Council (NASSTRAC) Foreign Trade Association Gamma Industry Processing Alliance (GIPA) National Waste & Recycling Association Global Cold Chain Alliance New York New Jersey Foreign Freight Green Coffee Association Forwarders and Brokers Association Halloween Industry Association, Inc (HIA) North American Meat Institute Harbor Association of Industry & Commerce Northwest Food Processors Association Harbor Trucking Association Northwest Horticultural Council Home Furnishings Association Outdoor Power Equipment Institute, Inc.

Pacific Coast Council of Customs Brokers and

Freight Forwarders

Idaho Potato Commission

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.

**Promotional Products Association** 

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