

October 20, 2014

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:

On behalf of the undersigned organizations representing manufacturers, farmers and agribusinesses, wholesalers, retailers, importers, exporters, distributors, and transportation and logistics providers we again call upon the International Longshore and Warehouse Union (ILWU) and the Pacific Maritime Association (PMA) to quickly conclude a new labor agreement. Many U.S. and Canadian stakeholders we represent are already experiencing severe negative effects of delayed shipments. Unless addressed by the two negotiating parties, this situation will soon start to have a broader negative impact on the U.S. and broader North American economies.

We fully respect the collective bargaining process and understand the importance of the remaining issues for both management and labor. However, our members are concerned that there has been no visible progress in the negotiations since August, when the ILWU and PMA announced a “tentative deal” on health benefits. As we noted in our letters of May 9<sup>th</sup> and July 9<sup>th</sup>, the financial and economic situation for thousands of importers and exporters who rely on the West Coast ports, and their millions of employees and business partners, rest on the timely conclusion of a new port labor contract.

We understand the need for the media blackout during the negotiations, and we appreciate the parties remaining at the table throughout the process. However, we are now at a point where a new contract must be finalized soon in order to allay growing concerns of thousands of businesses who rely on West Coast ports for orderly and timely supply chain operations. The congestion problems at key West Coast ports in both the U.S. and Canada are getting worse each day, and the absence of a new signed contract between the ILWU and PMA is a significant contributing factor. Many of the stakeholders that we represent are already experiencing significant adverse effects of delays in moving their cargo. Again, this will soon start to have a negative impact on the overall economy.

We ask that both parties recognize that time is of the essence. We encourage you 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. We believe that a new agreement can be reached that will be fair to both parties and ensure the continued success and competitiveness of West Coast ports, your organizations and the stakeholders who rely on the timely and efficient movement of goods through the ports.

Sincerely,

Agriculture Transportation Coalition (AgTC)  
Airforwarders Association  
Alliance of Automobile Manufacturers

American Apparel & Footwear Association (AAFA)  
American Association of Exporters and Importers  
American Farm Bureau Federation

American Cotton Shippers Association  
 American Home Furnishings Alliance (AHFA)  
 American Import Shippers Association  
 American Meat Institute  
 American Pyrotechnics Association  
 American Soybean Association  
 American Trucking Associations  
 Association of Global Automakers, Inc.  
 Auto Care Association  
 BizFed  
 California Business Properties Association  
 California Business Roundtable  
 California Chamber of Commerce  
 California Retailers Association  
 California Trucking Association  
 CAWA – Representing the Automotive Parts Industry  
 Coalition of New England Companies for Trade (CONNECT)  
 Columbia River Customs Brokers and Forwarders Association  
 Consumer Electronics Association (CEA)  
 Cookware Manufacturers Association  
 Corn Refiners Association  
 Customs Brokers and Forwarders Assoc. of Northern California  
 Customs Brokers and Freight Forwarders of Washington State  
 Distilled Spirits Council of the U.S., Inc.  
 Emergency Committee for American Trade (ECAT)  
 Express Association of America  
 Fashion Accessories Shippers Association (FASA)  
 Footwear Distributors and Retailers of America  
 Foreign Trade Association of Southern California  
 Gamma Industry Processing Alliance (GIPA)  
 Green Coffee Association  
 Harbor Association of Industry & Commerce  
 Inland Action  
 Inland Empire Logistics Council  
 Institute of Makers of Explosives  
 International Casual Furnishings Association  
 International Fragrance Association, North America  
 International Irradiation Association  
 Intermodal Motor Carriers Conference (IMCC)  
 International Source Suppliers and Producers Association (ISSPA)  
 International Warehouse and Logistics Association  
 International Wood Products Association  
 Juvenile Products Manufacturers Association  
 Los Angeles Area Chamber of Commerce  
 Los Angeles Customs Brokers and Freight Forwarders Association  
 Meat Importers Council of America  
 Michigan Retailers Association  
 Motor & Equipment Manufacturers Association  
 Motorcycle Industry Council  
 NAIOP SoCal  
 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 Customs Brokers and Forwarders Association of America  
 National Grain and Feed Association  
 National Oilseed Processors Association  
 National Pork Producers Council  
 National Retail Federation  
 National Shippers Strategic Transportation Council (NASSTRAC)  
 National Turkey Federation  
 Nebraska Retail Federation  
 North American Export Grain Association  
 North American Meat Association  
 North American Shippers Association, Inc.  
 Outdoor Industry Association  
 Outdoor Power Equipment Institute (OPEI)  
 Pacific Coast Council of Customs Brokers and Freight Forwarders  
 PNASA – Pacific Northwest Asia Shippers Association  
 PPAI - Promotional Products Association International  
 Propeller Club of Los Angeles-Long Beach  
 Retail Council of Canada  
 Retail Industry Leaders Association  
 San Diego Customs Brokers and Forwarders Association  
 San Gabriel Valley Economic Partnership  
 Specialized Furniture Carriers  
 Sports & Fitness Industry Association  
 The Hardwood Federation  
 The National Industrial Transportation League  
 The State Chamber of Oklahoma  
 The Waterfront Coalition  
 Transportation Intermediaries Association  
 Toy Industry Association

Travel Goods Association (TGA)  
U.S. Chamber of Commerce  
U.S. Dairy Export Council  
U.S. Hide, Skin and Leather Association  
United States Council for International Business  
(USCIB)  
United States Fashion Industry Association

USA Poultry & Egg Export Council  
Washington Council on International Trade  
Washington Retail Association  
Wine & Spirits Wholesalers of America  
Wine and Spirits Shippers Association  
Women in International Trade - Los Angeles  
Yankton Area Chamber of Commerce

CC: The Honorable Eric Garcetti, Mayor of Los Angeles  
The Honorable Robert Garcia, Mayor of Long Beach  
Mr. Gene Seroka, Executive Director, Port of Los Angeles  
Mr. Jon Slingerup, Chief Executive, Port of Long Beach