

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,

1. Alliance of Automobile Manufacturers
2. Almond Alliance of California
3. American Farm Bureau Federation
4. American Forest & Paper Association
5. American Import Shippers Association
6. American Potato Trade Alliance
7. Association of Food Industries
8. Auto Care Association
9. California Business Properties Association
10. California Chamber of Commerce
11. California Dried Plum Board
12. California Fresh Fruit Association
13. California League of Food Processors

14. California Retailers Association
15. California Trucking Association
16. California Walnut Commission
17. CAWA - Representing the Automotive Parts Industry
18. Foreign Trade Association
19. Furniture Shippers Association
20. Gamma Industry Processing Alliance (GIPA)
21. Global Cold Chain Alliance
22. Green Coffee Association
23. Harbor Trucking Association
24. Home Furnishings Association
25. Idaho Potato Commission
26. Intermodal Motor Carriers Conference (IMCC)
27. International Association of Refrigerated Warehouses
28. International Refrigerated Transportation Association
29. International Source Suppliers and Producers Association (ISSPA)
30. International Wood Products Association
31. Los Angeles Area Chamber of Commerce
32. Meat Importers Council of America
33. National Association of Beverage Importers
34. National Association of Chemical Distributors
35. National Association of Egg Farmers
36. National Association of Manufacturers
37. National Cotton Council
38. National Council of Farmer Cooperatives
39. National Customs Brokers and Forwarders Association of America
40. National Grain and Feed Association
41. National Oilseed Processors Association
42. National Onion Association
43. National Pork Producers Council
44. National Potato Council
45. National Retail Federation
46. National Shippers Strategic Transportation Council (NASSTRAC, Inc.)
47. Naturipe Farms
48. New Jersey Motor Truck Association
49. North American Blueberry Council
50. North American Export Grain Association
51. North American Meat Institute
52. Northwest Food Processors Association
53. Northwest Horticultural Council
54. Promotional Products Association International (PPAI)
55. Retail Industry Leaders Association
56. Sports & Fitness Industry Association
57. Sunsweet Growers Inc.
58. Tea Association of the U.S.A., Inc.
59. The Airforwarders Association
60. The Hardwood Federation
61. The National Industrial Transportation League
62. Toy Industry Association, Inc.

63. Transportation Intermediaries Association
64. U.S. Chamber of Commerce
65. U.S. Hide, Skin and Leather Association
66. United Fresh Produce Association
67. United States Fashion Industry Association
68. Washington Association of Wheat Growers
69. Washington Council for International Trade
70. Washington Farm Bureau
71. Washington State Hay Growers Association
72. Washington State Potato Commission
73. Washington State Tree Fruit Association
74. Western Growers