

June XX, 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,

1. Agricultural Retailers Association
2. Airforwarders Association
3. Alliance of Automobile Manufacturers
4. Almond Alliance of California
5. American Apparel & Footwear Association
6. American Cotton Shippers Association
7. American Forest and Paper Association
8. American Feed Industry Association
9. American Frozen Food Institute
10. American Import Shippers Association
11. American Potato Trade Alliance
12. American Pyrotechnics Association
13. American Trucking Associations
14. Association of Food Industries
15. Auto Care Association
16. California Apple Commission
17. California Blueberry Association
18. California Blueberry Commission

19. California Business Properties Association
20. California Farm Bureau Federation
21. California League of Food Processors
22. California Retailers Association
23. California Trucking Association
24. California Trucking Association Intermodal Conference
25. California Walnut Commission
26. CAWA- Representing the Automotive Parts Industry
27. Coalition of New England Companies for Trade (CONNECT)
28. Columbia River Association of Customs Brokers and Freight Forwarders
29. Corn Refiners Association
30. Customs Brokers and Forwarders Association of Northern California
31. Customs Brokers and Freight Forwarders of Washington State
32. Fashion Accessories Shippers Association (FASA)
33. Footwear Distributors & Retailers of America (FDRA)
34. Foreign Trade Association
35. Furniture Shippers Association
36. Gemini Shippers Association
37. Global Cold Chain Alliance
38. Green Coffee Association
39. Grocery Manufacturers Association
40. Harbor Trucking Association
41. Hardwood Federation
42. Hop Growers of America
43. Hop Growers of Washington
44. Idaho Potato Commission
45. Institute of Scrap Recycling Industries, Inc.
46. Intermodal Motor Carriers Conference
47. International Association of Refrigerated Warehouses
48. International Refrigerated Transportation Association
49. International Wood Products Association
50. Los Angeles Association of Customs Brokers and Freight Forwarders
51. Meat Import Council of America
52. Midwest Shippers Association
53. Motor and Equipment Manufacturers Association
54. Motorcycle Industry Council
55. National Association of Beverage Importers
56. National Association of Chemical Distributors
57. National Association of Egg Farmers
58. North American Millers' Association
59. National Chicken Council
60. National Cotton Council
61. National Council of Farmer Cooperatives
62. National Customs Brokers and Forwarders Association of America (NCBFAA)
63. National Fisheries Institute
64. National Grain and Feed Association
65. National Industrial Transportation League
66. National Oilseed Processors Association
67. National Onion Association

68. National Pork Producers Council
69. National Potato Council
70. National Renderers Association
71. National Retail Federation
72. National Shippers Strategic Transportation Council (NASSTRAC)
73. National Turkey Federation
74. National Waste & Recycling Association
75. Naturipe Farms
76. New Jersey Motor Truck Association
77. New York/New Jersey Foreign Freight Forwarders and Brokers Association
78. North American Blueberry Council
79. North American Export Grain Association
80. North American Meat Institute
81. Northwest Horticultural Council
82. Oregon Dairy Farmers Association
83. Outdoor Industry Association
84. Pacific Coast Council of Customs Brokers & Freight Forwarders
85. Promotional Products Association International (PPAI)
86. Retail Industry Leaders Association
87. San Diego Association of Customs Brokers and Freight Forwarders
88. Sports and Fitness Industry Association
89. Tea Association of the U.S.A., Inc.
90. The National Association of Egg Farmers
91. The Toy Association
92. Transportation Intermediaries Association
93. Travel Goods Association (TGA)
94. U.S. Apple Association
95. U.S. Chamber of Commerce
96. U.S. Fashion Industry Association
97. U.S. Grains Council
98. U.S. Hide, Skin and Leather Association
99. U.S. Meat Export Federation
100. United Fresh Produce Association
101. United States Council for International Business (USCIB)
102. Washington Association of Wheat Growers
103. Washington Blueberry Commission
104. Washington Grain Commission
105. Washington Farm Bureau
106. Washington State Hay Growers Association
107. Washington State Potato Commission
108. Washington Retail Association
109. Washington State Tree Fruit Association
110. Washington Trucking Associations
111. Western Growers
112. Wine & Spirits Wholesalers of America