

March 2, 2018

Mr. Harold Daggett
President
International Longshoremen's Association
5000 West Side Ave.
North Bergen, NJ 07047

Mr. David Adam
Chairman and CEO
United States Maritime Alliance, Ltd.
125 Chubb Avenue, Suite 350NC
Lyndhurst, NJ 07071

Dear Mr. Daggett and Mr. Adam:

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 express our deep concern about the recent breakdown in negotiations on a labor contract extension. Our associations represent a large cross section of businesses, workers and consumers who rely on and greatly benefit from global trade. Until negotiations broke down, we were encouraged by the possibility that the International Longshore Association and the United States Maritime Alliance might conclude negotiations well in advance of the contract expiration in September 2018. **We strongly encourage both sides to return to the table as soon as possible and resume negotiations.**

Reaching a contract extension before the current contract expires will provide supply chain stakeholders with the certainty they need for their operations. Supply chain disruptions arising out of previous contract negotiations are well documented. Such disruptions can have enormous adverse economic impacts. For example, disruptions on the West Coast caused marked shifts in business operations that benefitted East and Gulf Coast ports. Much of that new business has stayed on the East and Gulf Coasts, but could just as easily shift back to West Coast gateways, where a long-term contract is in place.

It is also important to note that even the threat of a disruption can have negative economic impact on the Gulf and East Coast ports, especially if shippers and beneficial cargo owners believe that operations will be slowed or shut down during peak shipping season next fall. Some industries will begin implementing contingency planning as early as this spring to ensure that cargo is not disrupted during peak shipping season in the fall. In the absence of negotiations, those contingency plans will definitely affect business at East and Gulf Coast container terminals.

We recognize the important issues both parties must resolve during negotiations. However, we believe those issues can only be resolved by negotiations. When talks are put on hold it causes great uncertainty, shifts in logistical plans and even economic damage.

The organizations below believe both parties can reach an agreement ensuring continued success and competitiveness for the foreseeable future. Thank you for your consideration.

Sincerely,

Agricultural Retailers Association
Agriculture Transportation Coalition
Airforwarders Association

Alliance of Automobile Manufacturers
American Apparel & Footwear Association (AAFA)
American Association of Exporters and Importers

American Coatings Association
 American Cotton Shippers Association
 American Farm Bureau Federation
 American Feed Industry Association
 American Forest & Paper Association
 American Frozen Food Institute
 American Home Furnishings Alliance
 American Import Shippers Association
 American Pyrotechnics Association
 American Soybean Association
 Association of Bi-State Motor Carriers
 Association of Food Industries
 Association of Global Automakers
 Auto Care Association
 California Alfalfa Association
 California Bean Shippers Association
 California Business Properties Association
 California Cherry Export Association
 California Farm Bureau Federation
 California Grain and Feed Association
 California Retailers Association
 California Seed Association
 California Warehouse Association
 CAWA - Representing the Automotive Parts Industry
 CONECT - Coalition of New England Companies for Trade
 Consumer Technology Association
 Corn Refiners Association
 Distilled Spirits Council of the United States, Inc.
 Fashion Accessories Shippers Association (FASA)
 Florida Retail Federation
 Footwear Distributors & Retailers of America (FDRA)
 Furniture Shippers Association
 Gemini Shippers Association
 Georgia Retailers
 Global Cold Chain Alliance
 Grain and Feed Association of Illinois
 Green Coffee Association
 Halloween Industries Association
 Harbor Trucking Association
 Home Furnishings Association
 Indiana Retail Council
 Intermodal Motor Carriers Conference
 International Association of Movers (IAM)
 International Association of Refrigerated Warehouses
 International Refrigerated Transportation Association
 International Wood Products Association
 Institute of Scrap Recycling Industries, Inc. (ISRI)
 Juvenile Products Manufacturers Association
 Meat Import Council of America, Inc.
 Midwest Shippers Association
 Missouri Retailers Association
 Motor & Equipment Manufacturers Association
 Motorcycle Industry Council
 National Association of Beverage Importers
 National Association of Chemical Distributors
 National Association of Egg Farmers
 National Association of Foreign-Trade Zones (NAFTZ)
 National Association of Manufacturers
 National Cotton Council
 National Council of Chain Restaurants
 National Council of Farmer Cooperatives
 National Customs Brokers and Forwarders Association of America (NCBFAA)
 National Fisheries Institute
 National Grain and Feed Association
 National Industrial Transportation League
 National Lumber and Building Material Dealers Association
 National Oilseed Processors Association
 National Onion Association
 National Pork Producers Council
 National Potato Council
 National Renderers Association
 National Retail Federation
 National Shippers Strategic Transportation Council (NASSTRAC)
 New Jersey Motor Truck Association
 New Jersey Retail Merchants Association
 North American Export Grain Association
 North American Meat Institute
 NY/NJ Foreign Freight Forwarders and Brokers Association
 Ohio Retail Merchants Association
 Oklahoma Retail Merchants Association
 Oregon Dairy Farmers Association
 Oregon Farm Bureau
 Outdoor Industry Association
 Pacific Coast Council of Customs Brokers and Freight Forwarders Assns. Inc. (PCC)

Pacific Coast Rendors Association
Pennsylvania Retailers Association
Promotional Products Association International
Retail Association of Maine
Retail Association of Nevada
Retail Council of New York State
Retail Industry Leaders Association
Retailers Association of Massachusetts
Snowsports Industries Association
Sports & Fitness Industry Association
Tea Association of the U.S.A., Inc.
Texas Grain and Feed Association
Texas Retailers Association

The Fertilizer Institute
The Hardwood Federation
The Toy Association
The Vinyl Institute
Transportation Intermediaries Association
Travel Goods Association (TGA)
U.S. Chamber of Commerce
U.S. Hide, Skin and Leather Association
United States Fashion Industry Association
Washington Farm Bureau
Washington Retail Association
Wine & Spirits Wholesalers of America