

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 15<sup>th</sup> 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,

Agricultural Retailers Association  
Agriculture Transportation Coalition  
Alliance of Automobile Manufacturers  
Almond Alliance of California  
American Apparel & Footwear Association  
(AAFA)  
American Association of Exporters and Importers  
American Chemistry Council  
American Coatings Association, Inc.  
American Cotton Shippers Association  
American Farm Bureau Federation  
American Forest & Paper Association  
American Import Shippers Association  
American Potato Trade Alliance  
American Pyrotechnics Association

American Soybean Association  
American Trucking Associations  
Association of Food Industries  
Association of Global Automakers  
Auto Care Association  
California Business Properties Association  
California Chamber of Commerce  
California Dried Plum Board  
California Fresh Fruit Association  
California League of Food Processors  
California Retailers Association  
California Trucking Association  
California Walnut Commission  
CAWA - Representing the Automotive Parts Industry

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|----------------------------------------------------------------------|------------------------------------------------------------------------|
| Coalition of New England Companies for Trade (CONECT)                | National Council of Farmer Cooperatives                                |
| Columbia Basin Development League                                    | National Customs Brokers and Forwarders Association of America         |
| Columbia River Association of Customs Brokers and Freight Forwarders | National Grain and Feed Association                                    |
| Corn Refiners Association                                            | National Milk Producers Federation                                     |
| Customs Brokers and Forwarders Association of Northern California    | National Oilseed Processors Association                                |
| Customs Brokers and Freight Forwarders of Washington State           | National Onion Association                                             |
| Distilled Spirits Council of the United States, Inc.                 | National Pork Producers Council                                        |
| Fashion Accessories Shippers Association (FASA)                      | National Potato Council                                                |
| Footwear Distributors & Retailers of America (FDRA)                  | National Retail Federation                                             |
| Foreign Trade Association                                            | National Shippers Strategic Transportation Council (NASSTRAC, Inc.)    |
| Furniture Shippers Association                                       | National Turkey Federation                                             |
| Gamma Industry Processing Alliance (GIPA)                            | Naturipe Farms                                                         |
| Gemini Shippers Group                                                | New Jersey Motor Truck Association                                     |
| Global Cold Chain Alliance                                           | New York/New Jersey Foreign Freight Forwarders and Borders Association |
| Green Coffee Association                                             | North American Blueberry Council                                       |
| Harbor Trucking Association                                          | North American Export Grain Association                                |
| Home Furnishings Association                                         | North American Meat Institute                                          |
| Idaho Potato Commission                                              | North American Shippers Association, Inc.                              |
| Institute of Scrap Recycling Industries, Inc.                        | Northwest Food Processors Association                                  |
| Intermodal Motor Carriers Conference (IMCC)                          | Northwest Horticultural Council                                        |
| International Association of Refrigerated Warehouses                 | Oregon Cattlemen's Association                                         |
| International Dairy Foods Association                                | Oregon Dairy Farmers Association                                       |
| International Refrigerated Transportation Association                | Oregon Farm Bureau Federation                                          |
| International Source Suppliers and Producers Association (ISSPA)     | Oregon Wheat Growers League                                            |
| International Wood Products Association                              | Outdoor Industry Association (OIA)                                     |
| Juvenile Products Manufacturers Association                          | Outdoor Power Equipment Institute (OPEI)                               |
| Los Angeles Area Chamber of Commerce                                 | Pacific Coast Council of Customs Brokers and Freight Forwarders        |
| Los Angeles Association of Customs Brokers and Freight Forwarders    | Promotional Products Association International (PPAI)                  |
| Los Angeles Customs Brokers & Freight Forwarders Association, Inc.   | Propeller Club of Los Angeles-Long Beach                               |
| Meat Importers Council of America                                    | Retail Industry Leaders Association                                    |
| Midwest Shippers Association                                         | San Diego Association of Customs Brokers and Freight Forwarders        |
| Motor & Equipment Manufacturers Association                          | Soy Transportation Coalition                                           |
| Motorcycle Industry Council                                          | Sports & Fitness Industry Association                                  |
| National Association of Beverage Importers                           | Sunsweet Growers Inc.                                                  |
| National Association of Chemical Distributors                        | Tea Association of the U.S.A., Inc.                                    |
| National Association of Egg Farmers                                  | The Airforwarders Association                                          |
| National Association of Manufacturers                                | The Hardwood Federation                                                |
| National Chicken Council                                             | The National Industrial Transportation League                          |
| National Cotton Council                                              | The Vinyl Institute                                                    |
|                                                                      | The Waterfront Coalition                                               |
|                                                                      | Toy Industry Association, Inc.                                         |
|                                                                      | Transportation Intermediaries Association                              |
|                                                                      | Travel Goods Association (TGA)                                         |
|                                                                      | U.S Apple Association                                                  |

U.S. Chamber of Commerce  
U.S. Dairy Export Council  
U.S. Hide, Skin and Leather Association  
U.S. Meat Export Federation  
United Fresh Produce Association  
United States Fashion Industry Association  
USA Poultry & Egg Export Council  
Washington Association of Wheat Growers  
Washington Council for International Trade  
Washington Farm Bureau  
Washington Retail Association  
Washington State Hay Growers Association  
Washington State Potato Commission  
Washington State Tree Fruit Association  
Washington Trucking Associations  
Western Growers  
Wine & Spirits Wholesalers of America