

January 16, 2015

Mr. Robert McEllrath  
President  
International Longshore and Warehouse Union  
1188 Franklin Street, Fourth 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 appreciate both parties resuming negotiations this month with the assistance of Scot Beckenbaugh, Deputy Director of the Federal Mediation and Conciliation Service.

We fully respect the process of collective bargaining and we understand the importance of the key issues that both management and labor are trying to resolve. We believe that the two parties must come to a resolution of the issues that is satisfactory for all concerned. We have been disappointed, however, by the exchanges that have occurred in the media and accusations by both sides of improper tactics. As customers of your ports, and industries affected by their operations, our members desperately need this negotiation to be concluded and operations returned to normal levels of through-put.

Over the summer months, both sides verbally agreed to work during the negotiations without interruptions. That promise was broken and the consequences have been to the detriment of our collective industries, the economy and our global competitiveness. The stakes are extremely high and the uncertainty at the West Coast ports is causing great reputational and economic harm to our nation. Policymakers in Washington, DC cannot solve the myriad of issues surrounding these talks, but the competitive marketplace will respond if you continue on this current path.

Sales of American exports remain clouded in uncertainty across Asia and our overseas competitors eagerly highlight the problems at West Coast ports as a reason not to purchase American made or grown products. Manufacturers in the Midwest have had to slow and even stop production lines due to delays in receiving containers from the West Coast that hold critical inputs. Retailers are now seeing delays of early spring merchandise including products for Valentine's Day and Easter. Supply chains across all of our industry sectors have already been adversely impacted due to events far beyond our control over the past several months. It is a black eye for the broader economy and some jobs have and will continue to be lost as a result of continued delays at the ports.

Please consider allaying the growing concerns of the many thousands of businesses and millions of jobs which rely on West Coast ports for orderly and timely supply chain operations by working together to conclude the ongoing contract negotiations so we can then address the congestion issues at key West Coast ports. With the help of the Deputy Director Beckenbaugh, we ask for a renewed commitment 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.

Sincerely,

Agricultural Retailer Association  
Agriculture Transportation Coalition (AgTC)  
Agri-Business Council of Oregon  
Airforwarders Association  
Alliance of Automobile Manufacturers  
AMCOT  
American Apparel & Footwear Association (AAFA)  
American Association of Exporters and Importers  
American Association of Port Authorities  
American Cotton Shippers Association  
American Farm Bureau Federation  
American Forest and Paper Association  
American Frozen Food Institute  
American Home Furnishings Alliance  
American Import Shippers Association  
American Pistachio Growers  
American Potato Trade Alliance  
American Pyrotechnics Association  
American Soybean Association  
American Trucking Associations  
Association of American Railroads  
Association of California Recycling Industries  
Association of Food Industries  
Association of Washington Business  
Auto Care Association  
Beer Institute  
Bicycle Product Suppliers Association  
BizFed  
CalChamber  
California Business Properties Association  
California Farm Bureau Federation  
California Retailers Association  
California Rice Commission  
California Trucking Association  
California Walnut Commission  
Columbia River Customs Brokers and Forwarders Association  
Coalition of New England Companies for Trade (CONNECT)  
Consumer Electronics Association  
Cookware Manufacturers Association  
Corn Refiners Association  
Customs Brokers and Forwarders Assoc. of Northern California

Customs Brokers and International Freight Forwarders of Washington State  
Distilled Spirits Council of the U.S., Inc.  
Express Association of America  
Fashion Accessories Shippers Association (FASA)  
Food Marketing Institute  
Footwear Distributors and Retailers of America (FDRA)  
Foreign Trade Association (FTA)  
Gamma Industry Processing Alliance (GIPA)  
Gemini Shippers Association  
Global Automakers  
Green Coffee Association  
Grocery Manufacturers Association  
Halloween Industry Association  
Harbor Association of Industry & Commerce  
Idaho Potato Commission  
Indiana State Poultry Association  
Information Technology Industry Council  
Inland Action  
Inland Empire Economic Partnership  
Institute of Makers of Explosives  
Institute of Scrap Recycling Industries, Inc.  
Intermodal Association of North America  
Intermodal Motor Carriers Conference (IMCC)  
International Casual Furnishings Association  
International Dairy Foods Association  
International Fragrance Association, North America  
International Irradiation Association  
International Source Suppliers and Producers Association (ISSPA)  
International Warehouse and Logistics Association  
International Wood Products Association  
Juvenile Products Manufacturers Association  
Kansas Livestock Association  
Leather Industries of America  
Los Angeles Area Chamber of Commerce  
Los Angeles Customs Brokers and Freight Forwarders Association  
Meat Importers Council of America  
Michigan Retailers Association  
Midwest Shippers Association  
Minnesota Soybean Growers Association  
Mississippi Poultry Association  
Montana Retail Association  
Motor & Equipment Manufacturers Association  
Motorcycle Industry Council  
NAIOP SoCal  
National Alfalfa & Forage Alliance  
National Association of Beverage Importers

National Association of Chemical Distributors  
National Association of Egg Farmers  
National Association of Manufacturers  
National Cattlemen's Beef Association  
National Chicken Council  
National Corn Growers Association  
National Cotton Council  
National Council of Chain Restaurants  
National Council of Farmer Cooperatives  
National Electrical Manufacturers Association (NEMA)  
National Fisheries Institute  
National Customs Brokers and Forwarders of America  
National Grain and Feed Association  
National Oilseed Processors Association  
National Pork Producers Council  
National Potato Council  
National Retail Federation  
National Shippers Strategic Transportation Council (NASSTRAC)  
National Turkey Federation  
National Waste & Recycling Association  
North American Export Grain Association  
North American Meat Institute  
North American Shippers Association, Inc.  
Northwest Food Processors Association  
Northwest Horticultural Council  
NY/NJ Foreign Freight Forwarders and Customs Brokers  
Orange County Business Council  
Oregon Department of Agriculture  
Oregon Export Straw Association  
Oregon Farm Bureau  
Oregon Potato Commission  
Oregon Seed Association  
Oregon Women for Agriculture  
Organic Trade Association  
Outdoor Industry Association  
Outdoor Power Equipment Institute (OPEI)  
Pacific Coast Council of Customs Brokers and Freight Forwarders  
Pacific Northwest Vegetable Association  
PNASA – Pacific Northwest Asia Shippers Association  
Potato Growers of Idaho  
Produce Marketing Association  
Promotional Products Association International (PPAI)  
Propeller Club of Los Angeles-Long Beach  
Retail Council of Canada  
Retail Industry Leaders Association  
San Diego Customs Brokers and Forwarders Association

San Gabriel Economic Partnership  
Society of Chemical Manufacturers and Affiliates (SOCMA)  
Southern California Shippers Association  
Specialized Furniture Carriers  
Specialty Crop Trade Council  
Sports & Fitness Industry Association  
Texas Cotton Association  
The Fertilizer Institute  
The Hardwood Federation  
The National Industrial Transportation League (NITL)  
The Presidents' Forum of the Distilled Spirits Industry  
The Waterfront Coalition  
Toy Industry Association  
Transportation Intermediaries Association  
Travel Goods Association (TGA)  
United Fresh Produce Association  
United States Council for International Business  
United States Fashion Industry Association  
U.S. Apple Association  
U.S. Chamber of Commerce  
U.S. Forage Export Council  
U.S. Meat Export Federation  
US. Shippers Association  
U.S. Soybean Export Council  
US Hide, Skin and Leather Association  
USA Poultry & Egg Export Council  
Washington Apple Commission  
Washington Council on International Trade  
Washington Farm Bureau  
Washington Mint Growers Association  
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  
Wine and Spirits Shippers Association  
Wine Institute  
Wisconsin Soybean Growers Association  
Women in International Trade, Los Angeles

cc: Acting Director Allison Beck, Federal Mediation and Conciliation Service  
Deputy Director Scot Beckenbaugh, Federal Mediation and Conciliation Service