

December 7, 2012

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

Mr. James Capo
Chairman and CEO
United States Maritime Alliance, Ltd.
485C US Highway 1 South
Iselin, NJ 08830

Dear Mr. Daggett and Mr. Capo:

On behalf of the undersigned organizations representing United States manufacturers, farmers, wholesalers, retailers, and transportation and logistics providers we urge both parties to make every attempt possible at reaching an agreement on a new contract beginning with next week's scheduled negotiating session. It is critical that a new agreement can be reached between both sides without disruptions to the movement of freight.

There are important issues for both parties to resolve and we urge you to stay at the negotiating table until a deal is reached even if this extends beyond the current deadline extension of December 29. Failure to reach an agreement will have serious economy-wide impacts. The threat of an East Coast and Gulf Coast port shutdown creates a level of uncertainty in a fragile economic climate and has forced many businesses to once again enact contingency plans that come at a significant cost to jobs and our economic competitiveness.

The West Coast lockout 10 years ago cost the U.S. economy \$1 billion a day and it took over six months to recover from the 11-day closure. The East Coast and Gulf Coast ports and their customers cannot afford a similar situation.

We urge both parties to continue negotiating with the goal of finalizing a long term labor agreement without any disruptions to the supply chain. Our organizations believe that both parties can reach an agreement that will ensure the continued success and competitiveness of these ports for the foreseeable future. Thank you for your consideration.

Sincerely,

Agriculture Transportation Coalition
Airforwarders Association
Alliance of Automobile Manufacturers
Amcot
American Apparel & Footwear Association
American Association of Exporters and
Importers
American Cotton Shippers Assoc.

American Council of Independent
Laboratories
American Farm Bureau
American Forest and Paper Association
American Import Shippers Association, Inc.
American Meat Institute
American Trucking Associations
Association of Food Industries (AFI)

Association of Global Automakers
BizFed, Los Angeles County Business
Federation
California Retailers Association
Chambers of Commerce Alliance of Ventura
& Santa Barbara Counties
Cheese Importers Association of America
Coalition of New England Companies for
Trade – CONECT
Columbia River Customs Brokers and Freight
Forwarders Assn
Connecticut Retail Merchants Association
Fashion Accessories Shippers Association
(FASA)
Food Marketing Institute
Gemini Shippers Association
Harbor Association of Industry & Commerce
Intermodal Motor Carriers Conference
International Wood Products Association
Los Angeles Area Chamber of Commerce
Los Angeles Customs Brokers & Freight
Forwarders Association
Michigan Retailers Association
Motor and Equipment Manufacturers
Association (MEMA)
NASSTRAC, Inc.
National Association of Manufacturers
National Cattlemen's Beef Association
National Chicken Council
National Cotton Council
National Council of Farmer Cooperatives
National Customs Brokers and Forwarders
Association of America

National Grain and Feed Association
National Oilseed Processors Association
National Retail Federation
New Jersey Motor Truck Association
New Jersey Retail Merchants Association
North American Export Grain Association
North Carolina Retail Merchants Association
Ohio Council of Retail Merchants
Pacific Coast Council of Customs Brokers and
Freight Forwarders
Propeller Club of Los Angeles-Long Beach
Retail Association of Maine
Retailers Association of Massachusetts
Retail Council of New York State
Retail Industry Leaders Association
San Gabriel Valley Economic Partnership
South Bay Assn of Chambers of Commerce
South Carolina Retail Association
The National Industrial Transportation League
The Hardwood Federation
The Health & Personal Care Logistics
Conference, Inc.
The Waterfront Coalition
Toy Industry Association
Transportation Intermediaries Association
Travel Goods Association (TGA)
United Fresh Produce Association
U.S. Chamber of Commerce
U.S. Hide, Skin and Leather Association
US Association of Importers of Textiles and
Apparel
Washington Retail Association