

January 10, 2013

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:

The undersigned associations representing U.S. manufacturers, farmers, wholesalers, retailers, importers, exporters and transportation and logistics providers applaud the International Longshoremen's Association and the U.S. Maritime Alliance for coming to agreement in principle on key contract issues and to agreeing to another contract extension without engaging in a supply chain disruption. We strongly urge both parties to continue their focused efforts to reach a new long-term contract in advance of the February 6 expiration. It is critical that a new agreement be reached without causing disruptions to our nation's supply chains.

We are hopeful that the latest extension and agreement on key issues provides a path to a final long-term agreement before the contract extension expiration on February 6. As you are well aware, failure to reach an agreement will have serious economy-wide impacts. Just the threat of a port shutdown creates a level of uncertainty in today's fragile economic climate threatening growth and jobs. Many businesses have been forced to implement costly contingency plans several times when potential shutdowns loomed. The customers, American workers and logistical networks relying on the East Coast and Gulf Coast ports cannot afford this continued uncertainty.

We urge both parties to continue negotiating with the help of the federal mediator with the goal of finalizing a long-term accord. Our organizations believe that both sides can reach mutually acceptable contract terms that will ensure the continued success and competitiveness of these ports for the foreseeable future.

Thank you for your diligent efforts and determination to find a solution.

Sincerely,

Agricultural Retailers Association  
Agriculture Transportation Coalition  
Airforwarders Association  
Alliance of Automobile Manufacturers  
American Apparel & Footwear Association  
American Association of Exporters and Importers  
American Automotive Policy Council  
American Chemistry Council  
American Coatings Association, Inc.

American Cotton Shippers Association  
American Council of Independent Laboratories  
American Forest & Paper Association  
American Frozen Food Institute  
American Import Shippers Association  
American Meat Institute  
American Pyrotechnics Association  
American Trucking Associations  
Appalachian Hardwood Manufacturers, Inc.

Association of Food Industries  
 Association of Global Automakers, Inc.  
 Automotive Aftermarket Industry Association  
 BizFed, Los Angeles County Business Federation  
 California Business Properties Association  
 California Paint Council  
 California Retailers Association  
 Chemical Industry Council of Illinois  
 Cheese Importers Association of America  
 Coalition of New England Companies for Trade  
 (CONNECT)  
 Connecticut Retail Merchants Association  
 Distilled Spirits Council of the U.S., Inc.  
 Fashion Accessories Shippers Association  
 (FASA)  
 Gamma Industry Processing Alliance  
 Georgia Poultry Federation  
 Harbor Association of Industry & Commerce  
 Illinois Paint Council  
 Inland Action  
 Institute of Makers of Explosives  
 Intermodal Motor Carriers Conference (IMCC)  
 International Irradiation Association (iia)  
 International Source Suppliers and Producers  
 Association  
 International Wood Products Association  
 Kentucky Forest Industries Association  
 Los Angeles Area Chamber of Commerce  
 Los Angeles Customs Brokers & Freight  
 Forwarders Association  
 Louisiana Retailers Association  
 Michigan Retailers Association  
 Motor and Equipment Manufacturers Association  
 NASSTRAC, Inc.  
 National Association of Chemical Distributors  
 National Association of Manufacturers  
 National Association of State Departments of  
 Agriculture  
 National Cattlemen's Beef Association  
 National Chicken Council  
 National Cotton Council  
 National Council of Farmer Cooperatives  
 National Customs Brokers and Forwarders  
 Association of America (NCBFAA)  
 National Grain and Feed Association  
 National Oilseed Processors Association  
 National Pork Producers Council  
 National Potato Council  
 National Retail Federation  
 National Wood Flooring Association  
 New England Fuel Institute  
 New Jersey Motor Truck Association  
 New Jersey Paint Council  
 New Jersey Retail Merchants Association  
 North American Meat Association  
 North American Shippers Association, Inc.  
 Ohio Paint Council  
 Outdoor Industry Association (OIA)  
 Pacific Coast Council of Customs Brokers and  
 Freight Forwarders  
 Pacific Northwest Paint Council  
 Pacific Northwest Asia Shippers Assoc.  
 Pet Food Institute  
 Presidents' Forum of the Distilled Spirits Industry  
 Propeller Club of Los Angeles-Long Beach  
 Retail Association of Maine  
 Retail Council of New York State  
 Retail Industry Leaders Association  
 Retail Merchants of Hawaii  
 Retailers Association of Massachusetts  
 San Gabriel Valley Economic Partnership  
 Society of Chemical Manufacturers and Affiliates  
 (SOCMA)  
 Sports & Fitness Industry Association  
 State Chamber of Oklahoma  
 Texas Paint Council  
 Texas Retailers Association  
 The American Hardwood Export Council  
 The Fertilizer Institute  
 The Hardwood Federation  
 The Hardwood Manufacturers Association  
 The Health & Personal Care Logistics  
 Conference, Inc.  
 The Hosiery Association  
 The Lake State Lumber Association

The Maple Flooring Manufacturers Association	United States Association of Importers of
The National Hardwood Lumber Association	Textiles and Apparel
The National Industrial Transportation League	United Fresh Produce Association
The North American Export Grain Association	US Forage Export Council
The Ohio Council of Retail Merchants	USA Poultry & Egg Export Council
The Petroleum Marketers Association of America	USA Rice Federation
The Southeastern Lumber Manufacturers Assoc, Inc.	Utah Food Industry Association
The Waterfront Coalition	Utah Retail Merchants Association
Toy Industry Association	Vermont Retail Association
Transportation Intermediaries Association	Washington Retail Association
Travel Goods Association (TGA)	Western Hardwood Lumber Association
U.S. Chamber of Commerce	Wine and Spirits Wholesalers of America
U.S. Hide, Skin and Leather Association	Yankton Area Chamber of Commerce
U.S. Meat Export Federation	Yankton Chapter of Kids Against Hunger