Date

Mr. Robert McEllrath Mr. James McKenna

President Chairman and CEO

International Longshore and Warehouse Union Pacific Maritime Association

1188 Franklin Street, Fourth Floor 555 Market Street, Third Floor

San Francisco, CA 94109 San Francisco, CA 94105

Dear Mr. McEllrath and Mr. McKenna:

We understand that both parties have recently walked away from mediation that had resumed 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 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 well as the recent decision to walk away from a process aimed to resolve the impasse. As customers of your ports, and business affected by their

operations, we urge that this negotiation be concluded and operations returned to normal levels of through-put.

The stakes are extremely high and the uncertainty at the West Coast ports is causing great reputational and economic harm to our nation, and more specifically our business operations. Supply chains 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 and resuming 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, resume the contract negotiations as soon

as possible and work to resolve the current congestion issues without further interrupting the

flow of commerce.

Sincerely,

COMPANY SIGNATURE

cc: Janice Hahn, Member of Congress

Ted Poe, Member of Congress