

UNITED STATES MARITIME ALLIANCE



ABOUT

- The United States Maritime Alliance, Ltd. (USMX) is a non-profit incorporated membership association headquartered in Lyndhurst, NJ. It represents employers of the East and Gulf Coast longshore industry. Membership consists of 23 container carrier members, including the 9 largest carriers worldwide, and every major marine terminal operator and port association on the East and Gulf Coasts.
- While serving as the representative of the Management groups in Master Contract bargaining, the Alliance also articulates industry positions on regulatory and safety issues; oversees coastwide training, retraining, certification, and recertification programs; and is responsible for administering coastwide fringe benefit funds and programs

MISSION

- The mission of USMX is to preserve and protect the interests of its members in matters associated with the maritime industry, including all labor relations issues affecting longshore and related activities, and, in particular, in the realm of collective bargaining
- The Alliance shall carry out this mission for its members and customers, with due consideration of the interests, safety, and well being of the workers and their representatives

OFFICERS & STAFF

David F. Adam Chairman & Chief Executive Officer	
Thomas J. Simmers Executive Vice President	Anissa Frucci Vice President
F. Paul De Maria Vice President, Labor Relations	Thomas P. Sullivan Director, Labor Relations
Anthony J. Dalonges Corporate Treasurer & CCC Service Corp. President	Beth Monica Corporate Secretary & Director of Communications
Kim F. Perez Executive Assistant	Roberta L. Beasley South Atlantic District Contract Administrator
Candace Love South Atlantic District Secretary	

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USMX MEMBER ORGANIZATIONS

American President Lines, Ltd.	APM Terminals North America, Inc.	Atlantic Container Line
Boston Shipping Association, Inc.	Ceres Terminals Incorporated	China Shipping (NA) Holding Co., Ltd.
CMA CGM Group	Columbia Coastal Transport	COSCO SHIPPING Lines (North America) Inc.
COSCO SHIPPING Lines (Europe) GmbH	CP&O, LLC	CSAV Agency North America, LLC
Evergreen Shipping Agency (America) Corp.	Georgia Stevedore Association, Inc.	GCT USA
Hamburg Sud North America, Inc.	Hampton Roads Shipping Assoc., Inc.	Hapag-Lloyd (America), LLC
Hyundai Merchant Marine (America), Inc.	Jacksonville Maritime Association, Inc.	“K” Line America, Inc.
Maersk Agency USA, Inc.	Maher Terminals, LLC	Mediterranean Shipping Company USA, Inc.
Midgulf Association of Stevedores, Inc.	MOL (America) Inc.	NYK Line (North America), Inc.
New York Shipping Association, Inc.	OOCL (USA), Inc.	Ports America
Ports of the DE River Marine Trade Assoc.	South Carolina Stevedores Association	SE Florida Employers Port Association, Inc.
SSA/Cooper, LLC	Steamship Trade Assoc. of Baltimore, Inc.	Turkon America, Inc.
United Arab Shipping Company	Wallenius Wilhelmsen Logistics Americas, LLC	West Gulf Maritime Association, Inc.
	Yang Ming (America) Corp.	
Zim American Integrated Shipping Services Company		

USMX MEMBER CATEGORY COLOR KEY: CARRIER DIRECT EMPLOYER PORT ASSOCIATION

USMX & ILA MASTER CONTRACT

- Since 1977, USMX and its predecessor organizations have successfully negotiated with the International Longshoremen's Association, AFL-CIO (ILA) master contracts (MC) governing containerized & roll-on/roll-off cargo without any disruptions to service
- In April of 2013, after more than a year of bargaining and two temporary extensions, USMX and the ILA ratified a new 6-year agreement, which covers 14,500 port workers on the East and Gulf Coasts of the United States
- Current MC runs 10-1-12 through 9-30-18
- Pertains to container and roll-on/roll-off cargo

USMX & MASTER CONTRACT *(cont'd.)*

- Governs wages, fringe benefits, manning, jurisdiction; but does not include local conditions
 - USMX will supply assistance as required to Port Associations with their local negotiations
- Economic impact of the Master Contract
 - 120 million tons of cargo
 - 14,500 union jobs
 - Total MC wages of \$1 billion annually, generating 550,000 directly-related jobs
 - Generates over 2 million indirect jobs, with estimated total wages in excess of \$100 billion, with over \$11 billion in state and local taxes paid

MASTER CONTRACT JOINT COMMITTEES

- USMX and the ILA have developed joint committees (made up of representatives from each side), the purpose of which is to carry out the MC agreement and to ensure that all parties are operating in compliance with the terms of the agreement. The following joint committees are currently in place:
 - Jurisdiction
 - Local Industry Grievance
 - Industry Appellate
 - Industry Resource
 - Contract Implementation
 - New Technology & Automation
 - Safety

MASTER CONTRACT JOINT TRUST FUNDS

- USMX and the ILA have developed joint trust funds (made up of representatives from each side), the purpose of which is manage the container royalty and manhour assessments collected coastwide and to administer the healthcare and fringe benefits required by the MC. The following joint trust funds are currently in place:
 - Container Freight Station
 - Container Royalty
 - Container Royalty 5
 - Container Royalty Central Collection
 - Management-ILA Managed Healthcare (MILA)

MARITIME INDUSTRY SAFETY & SECURITY

- USMX is active in issues of national policy as they relate to the maritime industry. USMX participated as an original and prominent member of the Marine Transportation System National Advisory Council (MTSNAC), which advised the Secretary of Transportation on issues of significance to the marine transportation system including international freight movement and supply chain issues. The U.S. Department of Transportation plans to resurrect MTSNAC and USMX has re-applied for membership.
- USMX is committed to the safety and security of the East and Gulf Coast ports, and works cooperatively with the ILA to provide training to longshore workers

MARITIME INDUSTRY SAFETY & SECURITY *(cont'd.)*

- USMX had an active role in maritime security issues including the passage of the Maritime Transportation Security Act of 2002 and its ensuing Coast Guard regulations for vessel and facility security
- USMX was instrumental in the creation and implementation of the TWIC program at East and Gulf Coast ports. For example:
 - USMX prepared responses for the Government Accountability Office, which addressed important deployment issues such as TWIC usage and verification; participates in TWIC Stakeholder Committee that meets with the TSA regarding enrollment/procedures; and prepared comments on rulemaking procedures/questions to the Coast Guard Policy Advisory Council to clarify requirements for installation of TWIC biometric readers at marine terminals

CONCLUSION

- USMX has been and will remain committed to preserving and protecting the interests of its members and customers in matters associated with the maritime industry with due consideration of the interests of its members and the safety and well-being of the workers and their representatives. Likewise, it understands the importance of its commitment to maintaining labor peace in order to meet and exceed the crucial demands of a global economy