



Office of the President and

Chief Executive Officer

Cabinet du président

October 12, 2011

The Honourable Lisa Raitt, P.C., M.P.  
Minister of Labour  
165 Hôtel-de-Ville Street  
Gatineau, QC K1A 0J2

Dear Minister:

Canada's Asia Pacific Gateway is critical to our international competitiveness as our businesses work to diversify their export markets and expand their opportunities in the emerging Asian economies.

The competitiveness of Canada's ports hinges upon them being regarded as not only economical and efficient in getting businesses' goods to market, but as being reliable as well. The latter has been a challenge in the Asia Pacific Gateway due to the international perception that our ports are subject to unstable labour relations that our customers fear could hold them - and their goods - hostage.

A new era of labour certainty for approximately 4,500 west coast longshore port workers and our ports' customers was launched by the 8-year collective agreement signed by the British Columbia Maritime Employers Association (BCMEA) and International Longshore and Warehouse Union (ILWU). We would like to thank you and your officials for your leadership in negotiating this historic agreement.

Unfortunately, there remains a missing piece to the labour stability puzzle for Canada's Asia Pacific Gateway. This missing piece is a group of 450 ILWU Foremen who have not yet settled. The Foremen's failure to reach an agreement undermines the good work done by the parties in the longshore bargaining process and perpetuates the air of labour uncertainty that harms the reputations of Canada's west coast ports.

420 - 360, rue Albert St.

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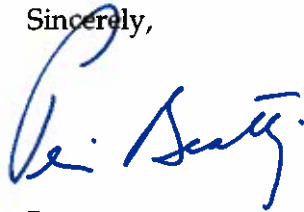
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It is our hope that you and your officials will work with the west coast ports and the ILWU Foremen to successfully negotiate an agreement similar to that signed with the ILWU Longshore. It also our hope that long-term labour stability in the Asia-Pacific Gateway can be assured by combining the ILWU Longshore and Foremen into a single bargaining unit.

Minister, the competitiveness of Canada's ports is coming under fire as the result of domestic issues in the U.S., i.e., the Federal Maritime Commission's investigation into the "diversion" of U.S. cargo through Canadian ports. We must leave no opportunity to improve our ports' competitiveness unturned. We believe measures to improve our ability to assure our customers of labour stability at our Asia Pacific Gateway would be of great assistance.

Sincerely,



Perrin Beatty

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