

# 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 container carrier members, including the 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

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

# BOARD OF DIRECTORS

<b>David F. Adam</b> Chairman of the Board	
<b>Roy Amalfitano</b> Evergreen Shipping Agency (America) Corp.	<b>Ian S. Cairns</b> CMA/CGM (America) Inc.
<b>Richard C. Carthas</b> APM Terminals Inc.	<b>David Daly</b> Ocean Network Express (North America) Inc.
<b>Thomas Engel</b> Hapag-Lloyd (America) LLC	<b>Albert V. Gebhardt</b> Maersk, Inc.
<b>Roger J. Giesinger</b> Hampton Roads Shipping Association Inc.	<b>James R. Gray, Jr.</b> Jacksonville Maritime Association Inc.
<b>Frank Grossi</b> COSCO Shipping Lines (North America) Inc.	<b>John J. Nardi</b> New York Shipping Association Inc.
<b>Christopher J. Parvin</b> Mediterranean Shipping Company USA	<b>James Pelliccio</b> Ports America
<b>John Walsh</b> SSA/Cooper LLC	

## USMX MEMBER ORGANIZATIONS

### CARRIERS

APL	Atlantic Container Line	CMA CGM Group
Columbia Coastal Group	Evergreen Shipping Agency (America) Corp	COSCO SHIPPING Lines (North America) Inc
COSCO SHIPPING Lines (Europe) GmbH	Hamburg Süd North America, Inc	Hapag-Lloyd (America), LLC
Hyundai Merchant Marine (America), Inc.	Maersk Agency USA, Inc	Mediterranean Shipping Co. USA, Inc
Ocean Network Express (North America) Inc	OOCL (USA), Inc	Turkon America, Inc
Wallenius Wilhelmsen Logistics Americas	Yang Ming (America) Corp.	Zim American Integrated Shipping Svcs Co, Inc

### PORT ASSOCIATIONS

Boston Shipping Association	Georgia Stevedore Association	Hampton Roads Shipping Association, Inc
Jacksonville Maritime Association	Midgulf Association of Stevedores	New York Shipping Association, Inc.
Ports of the DE River Marine Trade Assoc.	South Carolina Stevedores Association	SE FLA Employers Port Association, Inc
Steamship Trade Association of Baltimore	West Gulf Maritime Association, Inc	

### DIRECT EMPLOYERS

APM Terminals North America	Ceres Terminals Incorporated	CP&O, LLC
GCT USA	Maher Terminals, LLC	Ports America
	SSA/Cooper, LLC	

# 10/1/12 - 9/30/18 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
- Current Master Contract runs 10-1-12 through 9-30-18
  - 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

# 10/1/12 - 9/30/18 USMX-ILA MASTER CONTRACT *(cont'd.)*

- Economic impact of the current 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
- USMX & ILA announced on 6-6-18 that they had reached tentative agreement on a new 6-year Master Contract, subject to membership ratification by both sides



# 10/1/12 - 9/30/18 USMX-ILA 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
  - Training

# 10/1/12 - 9/30/18 USMX-ILA 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 (CFS)
  - Container Royalty Central Collection (CRCC)
  - Container Royalty 5 (CR5)
  - Management-ILA Managed Healthcare (MILA)

# **MARITIME INDUSTRY SAFETY/SECURITY/PRODUCTIVITY**

- 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/PRODUCTIVITY

- 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

# MARITIME INDUSTRY SAFETY/SECURITY/PRODUCTIVITY

- USMX's Chairman & CEO was selected as an industry representative to the U.S. Department of Transportation's Port Performance Freight Statistics (PPFS) Working Group, which was formed in 2016 to provide advice and recommendations to the Bureau of Transportation Statistics' Director pursuant to Section 6018 of the *Fixing America's Surface Transportation (FAST) Act* on matters related to port performance measures, including: specifications and data measurements to be used in the PPFS program and a process for the department to collect timely and consistent data, including identification of safeguards to protect proprietary information. After several meetings in 2016, the Committee prepared and submitted its formal report by year's end

# 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 creating the safest working environments for management and labor in all ports on the East and Gulf Coasts of the US, while maintaining its commitment to labor peace in order to meet and exceed the crucial demands of a global economy