



We take it personally

September 4, 2012

Dear OOCL Valued Customer:

We wanted you to know that the negotiating teams for the International Longshore and Warehouse Union Local 63 Office Clerical Unit (OCU), and the employers of the OCU at the ports of Los Angeles and Long Beach, jointly released the following statement regarding the status of the parties' contract negotiations:

Bargaining between the ILWU Local 63-OCU and the employer members of the Harbor Employers Association has continued each day this week with one of the companies, and progress has been made. The parties understand the importance to the cities of Los Angeles and Long Beach, the region, and the nation of reaching a labor agreement without a strike and lockout, and look forward to resuming negotiations next week.

We will continue to keep you posted on developments.

Sincerely,

A handwritten signature in black ink, appearing to read 'Vincent DelPrete'.

Vincent DelPrete
Vice President Sales
OOCL USA INC

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