

135th General Assembly
Ohio Statehouse
1 Capitol Square
Columbus, Ohio 43215-4275

Members of the 135th Ohio General Assembly,

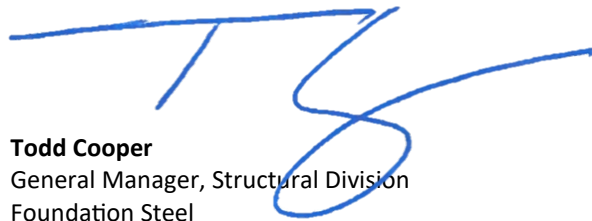
Foundation Steel has had great success being involved with joint purchasing agreements and has found that these projects tend to allow for the end user projects to be completed faster, more efficiently, and cost-effectively as possible. These contracts are publicly advertised nationally, competitively bid on, and awarded to responsible and responsive contractors, offering competitively priced products and services.

There is a narrative in the industry that joint purchasing contracts are anti-union. This letter is to specifically address the false industry narrative that joint purchasing contracts are anti-union. Foundation Steel is proof that this opinion is simply not true.

Foundation Steel is a union-based steel erection and rebar placement subcontractor. Foundation Steel employs over 250 union trade members across the state of Ohio. Our Ohio offices are located in Toledo, Dayton, and Columbus. We have completed numerous projects with some of our trade partners through joint purchasing agreements. Some of the projects successfully completed in the last couple years include:

- Green County New Parks and Trails Facility Xenia, Ohio
- Greene County Joint Vocational School Building Xenia, Ohio
- Northmont City Schools Classroom Pavilions Englewood, Ohio
- Avon Lake Regional Water Storage Building Avon Lake, Ohio

In summary Foundation Steel, a union labor-based company, has had great success with this joint purchasing alternative solution for government-based project procurement. We are proof that union contractors can and are successful when using this type of joint purchasing agreement and that it provides a great value to the political subdivisions, the communities, and taxpayers.



Todd Cooper
General Manager, Structural Division
Foundation Steel
12525 Airport Highway Swanton, Ohio 43558
412-402-4241 X116
toddcooper@foundationsteel.net