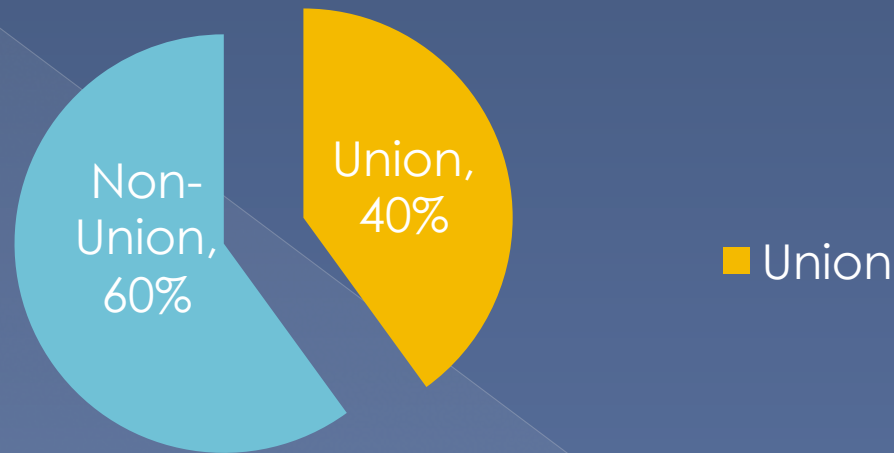




Marketshare

Marketshare can only increase if the contractor is profitable.



The contractor is only profitable by being competitive in part by higher productivity and improved management practices.

Superior management practices can only be achieved by a collaborative approach between union contractors and the union to increase profitability and productivity increasing overall competitiveness and ultimately marketshare.