



Plumbing & Mechanical Contractors Association

4/2/11

An Open Letter to UA290 Members

Our relationship has been strained during these difficult economic times.

With that, the PMCA would like to express our appreciation to the membership of Local 290 who have worked to advance UA290 by providing high quality training and demanding fellow members conduct themselves in a professional manner to uphold the local's reputation for quality, safety, and productivity. As members, you have assisted us in growing our businesses and historically, we have prospered from our joint efforts.

During our bargaining sessions, the PMCA has presented our case using historical facts and statistics. We encourage you to visit www.pmcaoregon.com. It is a valuable tool that contains facts and figures about our economy, wage information, meeting minutes and competitive pressures that we believe tells our story. You may not agree with our positions, but you will have background on why they were developed. We will not stoop to emotional name calling such as "You're Lucky to Have a Job." In fact, we believe that we are "Lucky to Have You" as UA290 Members.

We understand that the Great Recession has placed financial, personal, and emotional strains on the membership. We have jointly watched work opportunities disappear, taxes increase, food prices escalate, insurance rates skyrocket, and gas prices jump. It seems that everywhere you turn, fees are going up, and someone is trying to pinch you for more money. We have watched members and employees lose their houses while families splinter from economic strain.

The PCMA membership is comprised of small businesses. Nearly 85% of them have fewer than 10 employees. Unlike many of today's large corporations, these businesses pay taxes (when they make money) and spend their money locally. Contractors are in the service business and we cannot take our operations offshore or sell them anonymously on the internet.

When we listen to our customers, they are consistent with their message. Business is tough for them as well. They are under pressure to maintain their customer base. They will only spend money when it has a proven and safe return on their investment. Uncertainty and disruptions to construction services will place undue burdens on their operations. They have choices and will make decisions based on the best value available.

What is the bottom line?

It is a tough market place. We need each other to cooperate and grow UA290 and the Contractor Base for all of the membership.

If UA290 and PMCA are fighting, who is fighting the Non-Union?

Respectfully,

The PMCA and its Membership Companies