



SHEET METAL AND AIR CONDITIONING CONTRACTORS' NATIONAL ASSOCIATION, INC.

February 11, 2011

United States Senate
Washington, DC 20510

Dear Senator:

The Sheet Metal and Air Conditioning Contractors' National Association (SMACNA) is supported by more than 5,000 construction firms engaged in industrial, commercial, residential, architectural and specialty sheet metal and air conditioning construction in public and private markets throughout the United States. SMACNA members can be found on a wide variety of projects across the nation in urban and suburban areas. We specialize in heating, ventilating and air conditioning; architectural sheet metal; industrial sheet metal; kitchen equipment; specialty stainless steel work; manufacturing; siding and decking; testing and balancing; service; and energy management and maintenance. **On behalf of SMACNA, I want to express our appreciation for your vote to support prevailing wage coverage as part of the debate on S. 223, the FAA Re-Authorization bill.** By rejecting and tabling (55-42) the amendment offered by Senator Paul (R-KY) the Senate in a strong bipartisan vote supported common sense economics as well as construction quality and productivity. **We wish to express our enthusiastic appreciation that you were amongst those opposing the Paul amendment to kill Davis-Bacon prevailing wage coverage from S 223. It is important to our firms and employees across the United States.**

SMACNA and our thousands of infrastructure contractors greatly appreciate that **S. 223** will continue to recognize the importance and merit in prevailing wages as part of any quality based public procurement policy. Federal, state and local prevailing wage laws encourage employers to:

- Pay a locally prevailing wage
- Offer health care coverage to their employees and their families
- Provide for the future retirement of their employees and
- Make a significant investment in the future by training a skilled and safety conscious workforce.

Support of prevailing wages on public infrastructure represents a commitment to construction quality and the future. Without prevailing wage statutes, many contractors will simply shift the cost of employee health, training, retirement and welfare benefits to localities across the nation. Support of a prevailing wage policy fosters practices and programs which lessen today's and tomorrow's burden on the public sector. **Members of Congress should understand that cost shifting by low bid firms opposing prevailing wage coverage does not save funds for communities on public construction.**

From decades of experience SMACNA member firms understand the merit in a public procurement policy that encourages employers to provide quality wages, benefits and training. Further, we know that continuing federal commitment to requiring the payment of prevailing wages and benefits should not be cast as a union versus nonunion issue. According to Department of Labor reports, nearly 75% of Davis-Bacon decisions for federal projects pay less than the union wage. In fact, most all prevailing wage rates are far below union scale, some at or nearer the minimum wage than a union rate, almost all without



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fringe benefits of any kind. Prevailing wage laws seek to prevent the federal government from undermining local economies and prevailing local employment and training practices by reflecting local conditions.

We also ask that you carefully reconsider the critical role the Davis-Bacon Act plays in maintaining a well-trained, highly productive construction workforce. To date this important impact has been almost entirely overlooked. When productivity, quality of workmanship and life cycles costs of complex construction are taken into consideration, it becomes apparent that prevailing wage law is not only **NOT** costing the government money, but is most likely saving it money. More than half of major private construction is awarded based upon a negotiated rather than a low-bid basis for this very reason- -first costs are not a true indication of the overall cost or quality of construction projects. Numerous studies in recent years have used actual Dodge Reports for thousands of construction project to document lower costs for certain building types in prevailing wage states as compared to non-prevailing wage states due to the greater productivity of trained, skilled workforce.

While Congress has received largely misleading, exaggerated and inaccurate information from anti prevailing wage forces on both the estimated savings and the policy consequences of using locally prevailing wages, we applaud the recent vote's indication of bipartisan support for the Davis Bacon Act in the 112th Congress. First rate construction industry firms should not be disadvantaged when bidding federal projects because they offer their employees locally prevailing wages, health care, pensions and skill training. This would be the impact if the prevailing wages were excluded from major federal infrastructure spending programs.

While we greatly appreciate your support for enforcing prevailing wage coverage as part of **S. 223**, we offer to meet with you and your staff to explain how local prevailing wage and benefit standards best serve construction quality, productivity and safety for all public projects.

Sincerely,

A handwritten signature in black ink that reads "Stanley E. Kolbe, Jr." in a cursive style.

Stanley E. Kolbe, Jr.
Director, Governmental Affairs
SMACNA, Inc.
Capitol Hill Office