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June 1, 2006

TO: ALL SHEET METAL CONTRACTORS
FROM: SMACNA METROPOLITAN DETROIT CHAPTER
SUBJECT: RESOLUTION 78 RELIEF

Please refer to the Agreement between SMACNA Metropolitan Detroit Chapter and Sheet Metal Workers' Local Union #80 (Section 35, page 48, Resolution 78) regarding granting economic relief to contractors where such relief is required to meet non-union competition. As of this date, most contractors who have requested relief based on the above have been granted union conditions to meet non-union competition.

The following is the procedure that should be used by contractors to request relief:

1. When the contractor learns he is bidding against non-union competition, he should contact the Association Office to determine if the job in question has been granted Resolution 78 relief. If it has, the terms applicable to the initial contractor's relief may be implemented by all contractors bidding the job in question.
2. In the event relief has not been provided on the job in question, the contractor should contact the Business Agent or Business Manager to obtain the specific economic relief he needs to bid the project (i.e., the implementation of the Residential Addendum or utilization of journeymen and specialty workers).
3. The Competitive Bid Form (see attached) should also be completed at this time and faxed to SMACNA Detroit at 248 649 2024. The Union will accept or reject the request by the contractor.
4. If the Union grants the relief, it will be granted in writing and returned to you on the same Competitive Bid Form you have already submitted.
5. If the Union fails to grant relief, the same form will also be returned to you.
6. Whether you have been granted relief or not, the contractor must complete the bottom section of the Form and fax it back to SMACNA Detroit at 248 649 2024 so that we may provide ongoing information regarding these requests.

We are receiving full cooperation from Local #80 and we urge you to use this procedure at every opportunity. If you have any questions, please do not hesitate to contact us.



SHEET METAL AND AIR CONDITIONING CONTRACTORS NATIONAL ASSOCIATION

COMPETITIVE BID REPORT (06/29/09)
Fax request to SMACNA Detroit at 248-649-2024

This firm is preparing to bid the following job against non-signatory contractors. Request is hereby made that the stipulations of SMWIA Local Union #80, Resolution 78 be employed to provide assistance in order that we may bid competitively.

Company Name _____ Date _____

Address _____ Phone _____

Authorized Signature _____

Contractor must be prepared to verify statements made on this request for competitive assistance.

Job Name _____ Bid Due Date _____

Address _____

General Contractor _____ Mechanical _____

Non-signatory sheet metal shops _____

Description of Work / Equipment _____

Contract Amount in Thousands of Dollars

- \$1- \$10 \$10 - \$25 \$25 - \$50 \$50 - \$100 \$100 - \$150
 \$150 - \$200 \$200 - \$250 \$250 - \$500 \$500 - \$1mil Over \$1mil

Job Size

BTU's _____
Tons _____
Sq. Ft. _____

We request the following Resolution 78 Relief be granted: _____

Please complete the following information

Residential

Jmen _____ # Field Hrs _____ Total # Jmen Hrs _____

Appr _____ # Field Hrs _____ Total # Appr Hrs _____

Construction

Jmen _____ # Field Hrs _____ Total # Jmen Hrs _____

Appr _____ # Field Hrs _____ Total # Appr Hrs _____

Total # Man Hrs _____

I contacted Local #80 Business Agent / Manager _____ on _____

Name

Date

TO BE COMPLETED BY CONTRACTOR AND RETURNED TO SMACNA DETROIT

DID YOU GET THE JOB? Please check the appropriate box below and fax to SMACNA at 248-649-2024.

Job awarded to SMACNA Contractor _____

SMACNA Contractor Name

Job awarded to Non-Union Contractor _____

Non-Union Contractor Name

Job awarded to Unknown

LOCAL #80 USE ONLY

_____ Denied _____ Approved

SMACNA USE ONLY

Relief Job # _____

Faxed to #80 _____

SMWIA LOCAL #80 Business Manager

Date

Faxed to Co