



## **FACT SHEET**

### **SFNE Massachusetts Legislative and Regulatory Initiative to Offset Economic Losses in the Domestic Steel Fabrication Industry Caused by Unfairly Traded Foreign Imports**

**October 2021**

#### **Introduction**

Since 2020, the Steel Fabricators of New England (SFNE) Buy American Fabricated Task Force has worked to reduce the number of New England public construction jobs that are awarded to companies outside of the United States.

The Task Force estimates that foreign fabricators obtain approximately 80% of school structural steel projects in New England. The problem is so pronounced that most steel fabrication companies in New England no longer bid on local or state public projects. In most cases, the bid is awarded to a foreign company because they can produce the lowest-price bid domestic companies cannot compete.

Foreign steel fabricators do not have to adhere to or incur the cost of local, state, and federal regulations relating to labor, safety, and environmental protection. In addition, they enjoy favorable currency exchange rates, subsidies, and programs offered by their governments. No such programs are available to domestic fabricators by the U.S. Government, giving foreign fabricators the ability to submit far lower bids than American firms.

As a result, significant amounts of Massachusetts taxpayers' money is lost to foreign economies. This arrangement has serious economic consequences for domestic companies that employ a local workforce, generate local tax revenue, create local jobs, and return money to local and state governments.

The Pandemic has made this dire situation much worse for our steel fabrication industry.

#### **Legislative Solution**

SFNE believes that government should spend tax dollars supporting our businesses and economy instead of supporting our foreign competitors and their economy. To address this critical problem, SFNE is seeking a legislative fix.

First, with the assistance of Delaney & Associates, a lobbying firm in Massachusetts, Buy American Fabricated amendments were filed with both the Massachusetts House and Senate budgets. These amendments generated great support for the Buy American Fabricated initiative and jumpstarted efforts to reduce the number of public steel fabrication jobs going to foreign competition.

Now, legislation has been filed that would require cities and towns give preference to U.S. manufacturers when buying steel, iron, and other materials for new buildings and renovations. **S2546** was filed by Senator Joan Lovely (D-Salem).

In order for the legislation to succeed, **legislators must hear from their constituents** about the bill's importance to the steel fabrication industry to succeed. To that end, SFNE is asking members to send an email letter and call the senators and legislators representing their home and work and ask that they sponsor S2546.

The federal government and many other states have already adopted a similar policy on public construction projects. While SFNE is working for a long-term solution, it is also working to ensure that Massachusetts economic stimulus funds for public construction projects include a Buy American provision.

Below is a list of the current, but growing, supporters. If you want your company name added to the list, please get in touch with Cathy Flaherty at [cflaherty@ssfne.org](mailto:cflaherty@ssfne.org).

### **Companies**

Building Envelope Systems  
Capco Crane  
Capone Iron Corporation  
Central Steel Supply  
Cives Steel Company  
D. Cronin's Welding Service  
James A. McBrady, Inc.  
Novel Iron Works  
S.L. Chasse Steel  
Tim's Fabricators Inc.  
V & G Ironworks Inc  
Vulcraft

### **Trade Associations and Unions**

American Institute of Steel Construction (AISC)  
Alliance for American Manufacturing (AAM)  
National Steel Bridge Alliance (NSBA)  
United Steelworkers (USW)

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