

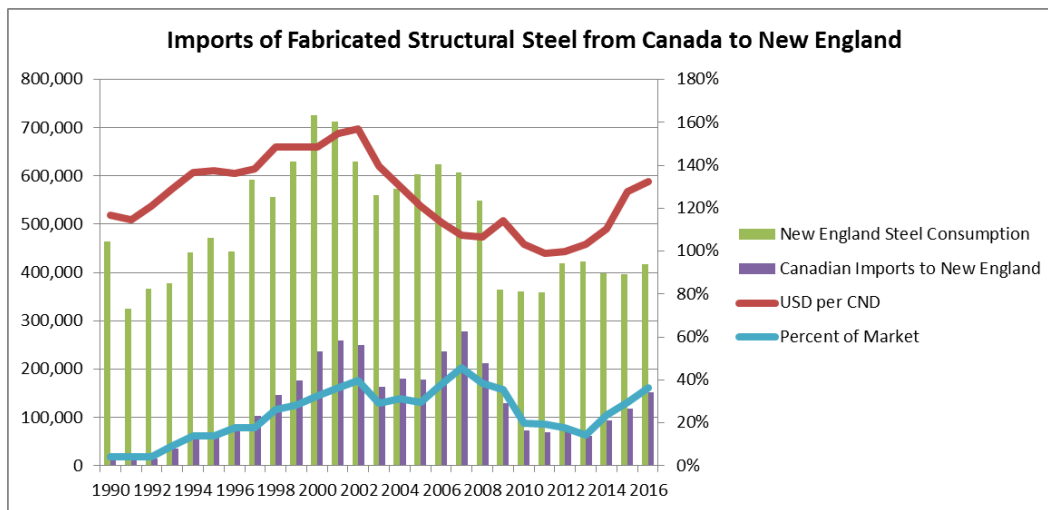
Summary of Discussion with SFNE Canada Import Task Force
June 14, 2017

Attendees:

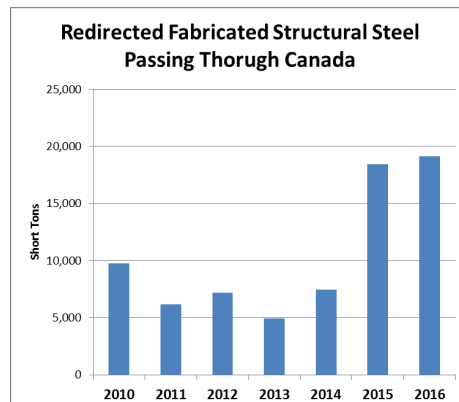
Stephen Capone, Capone Iron Corporation
John Cross, AISC
Rens Hayes, Rens Welding and Fabricating, Inc.
Gene Martin, AISC
Brett Miller, Building Envelope Systems
Hollie Noveletsky, Novel Iron Works
Josh Rosenthal, Novel Iron Works

The purpose of this meeting was to discuss activities that could be engaged in by SFNE, AISC and individual structural steel fabricators to reduce the impact of imported fabricated structural steel from Canada into the New England market.

Canadian imports into the New England market have increased significantly over the past several years driven in most part by a weak Canadian dollar. The following chart illustrates the volume of the New England structural steel market, the level of Canadian imports and the relative trend between the Canadian dollar and import percentage.



The increase in the tonnage of structural steel fabricated outside of Canada which passes through Canada for import to the US was also discussed.



The discussion during the task group meeting focused on past actions that had been taken to attempt to address the challenge of Canadian imports, the effectiveness of those actions and possible steps that can be taken at this point.

The group agreed that the following actions should be taken in the areas of policy, approach to the market and promotion.

Policy

- Support of Massachusetts legislation requiring the structural steel package to be a separate bid package on public projects from that of the general contractor in order to avoid the subsequent shopping by the general contractor of the steel work to other fabricators (domestic or Canadian). AISC will support this effort with any data and background information that may be required.
- Investigation of “Buy America” provisions at the state and local level for direct and indirect publicly funded projects similar to what has been passed in Texas and proposed in Milwaukee. AISC will track the progress of similar legislation and advise SFNE on its success. AISC will provide copy of Texas Buy America legislation to task group.
- Support maintaining the current “Buy America” language in the proposed federal infrastructure bill and extending it to cover projects with indirect federal funding such as public-private partnerships. AISC is currently taking steps to define the cost of the lobbying effort with the intent of moving forward.
- Submit comments in the NAFTA renegotiation hearing conveying the impact that NAFTA has had on the fabricated structural steel industry. The AISC Government Relations Committee is involved in this process at the present time.

Market Approach

- Emphasize the importance of early fabricator project involvement as a means of commoditizing fabricated structural steel through training seminars and AISC mentoring of local fabricators. A seminar is being held on early involvement in Massachusetts on June 22, 2017.

Promotion

- Development of a single page information sheet (potentially an infographic) to illustrate the financial impact of Canadian fabrication on the domestic economy and federal, state and local tax revenue. Stephen Capone to provide earlier work done on labor multipliers and economic impacts to AISC. AISC will produce the single page document for attachment to bids submitted by SFNE fabricators. Document will be reviewed by task group prior to distribution to SFNE members.