



11418 North Dixie Drive
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March 15, 2016

Mr. Richard Dalton
IUOE Local 18 Business Manager
3515 Prospect Avenue
Cleveland, Ohio 44115

Federal Express Next Day Air

Re: Local 18 Supports R. B. Jergens Contractors, Inc.

Dear Rick:

Local 18 has supported R. B. Jergens for decades. This is a proud tradition that I both enjoy and like to recite. But our mutual success follows a simple formula—sustained cooperation and respect. And there's more.

First, Local 18 maintains an outstanding training program producing talented Operators. We rely upon these Operators every day. Second, Local 18's insurance and retirement benefits are fantastic. These benefits harbor loyal employees while creating a company culture that keeps us strong.

Finally, if I need help—I can make just one call to get immediate results. That's a rare asset. Local 18 has our back.

R. B. Jergens Contractors, Inc.

A handwritten signature in blue ink that reads "William P. Jergens".

William P. Jergens
President

An Equal Opportunity Employer