

November 8nd, 2017

Mr. John R. Kasich, Governor
State of Ohio
Riffe Center, 30th Floor
77 South High St.
Columbus, OH 43215-6117

Re: ODOT State Truck Bid

Governor Kasich,

I'm contacting you to request your assistance with an Issue that will affect thousands of Ohioans.

My name is _____. I am an employee at Navistar International Truck and Engine in Springfield, Ohio. Navistar has over 1,800 production, maintenance and management employees and over 4,200 retirees at the Springfield Campus. This is a workforce of over 1,800 consisting of Union and Non Union employees. Their employees predominately live in Clark, Champaign, Logan, Greene, Miami, Montgomery and Madison Counties. But many other Ohio citizens live in counties that have Navistar Parts/Material Supplier Businesses.

In Springfield, we build medium, heavy commercial trucks and military vehicles, Along with the General Motors Cut-away Van. Commercial and military vehicle production is a cyclical market based on not only the current state of the economy but customer demand involving vehicle life span. Even when other industries are flourishing ours can be struggling. Navistar can experience a rush of orders one month and the next month have very few. When this happens employees can be laid off due to a lack of work. This not only affects Navistar employees but other employers and their employees in our communities. A Wittenberg University economic study cites that for every one job at the Springfield Navistar facility creates approximately four others in Ohio. These are not just union employees but nonunion employees too that will experience possible short term and long term layoffs. Just last week, the Navistar Springfield Truck Assembly Plant was on a "down week" and the employees were on layoff. Other smaller Navistar suppliers have also laid off their employees too.

Navistar International Truck has had 90% of all Ohio State Truck business for over 30 years but could possibly loose the 2018 truck bid to another truck company in North Carolina. ODOT will be ordering 144 trucks for 2018. This order has a larger impact on our plant because once the state awards the "State Bid Truck" the smaller townships and municipalities in Ohio will order the "State Bid" truck. This could potential be the loss of

hundreds of truck orders. We have been in contact with House and Senate Democrats and Republicans on this issue and this is now at the Governors level and the Director of ODOT. From the communications with Senator Hackett and Representative Koehler, ODOT is stating that Navistar did not receive the initial award and both companies had to have clarification on the truck specs. Freightliners bid came back between \$550 to \$600 per truck less than Navistar's truck bid. If this is true, the final low bid price should not be the sole determining factor in awarding this contract considering the total economic impact that Navistar, their supply base and the Ohio citizens that they employ contribute to Ohio.

I can't believe that the State would award a contract to a company that has very little financial impact for the State other than a few dealers, over a company that has had a manufacturing presence in Ohio for over 100 years and currently employs thousands of Ohio Citizens. Navistar and GM have invested close to \$100 million dollars into the Springfield Facility and are looking to hire an additional 300 to 400 employees in 2018. The Springfield Chamber of Commerce along with the UAW and Navistar have worked together for the past two years on a "Buy Navistar, Buy Ohio" campaign. It would be very disappointing to see the State of Ohio award a contract that will adversely affect their own citizens.

I respectfully request that the State, ODOT and the Legislators review and award the contract to Navistar International Truck and support Ohio citizens.

Sincerely,

Ohio Citizen: _____

Address: _____

Cc: Ohio State House and Senate Representatives