

May 8, 2012

**BART Board of Directors**

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Bob Franklin, Director  
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Lynette Sweet, Director  
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P.O. Box 12688  
Oakland, CA 94604-2688

Dear Board Members,

**The BlueGreen Alliance is writing to express our strong support for the proposal submitted by Alstom Transportation to provide 775 new rail cars for the Bay Area Rapid Transit (BART) system.** As BART seeks to replace the oldest rail fleet in the country, you have an opportunity to choose a company that will not only provide safe, reliable and price-competitive rail cars, but will do so while creating thousands of U.S jobs--nearly a third more than the next closest bidder--and strengthening our domestic supply chain for rail and transit providers for years to come.

The BlueGreen Alliance has been working to increase domestic content throughout the transportation supply chain in order to create good jobs for workers here in the United States. Our [Transportation Manufacturing Action Plan \(TMAP\)](#) is a national strategy to bring high-value transit & rail manufacturing back to the United States and fill out the domestic supply chains for clean transportation system component parts to realize the full economic benefit of our transportation investments.

The BlueGreen Alliance applauds BART for implementing a contracting preference to bidders that exceed the minimum 60 percent domestic content required by Buy America statutes (acknowledging that with this bid, there is an important opportunity to go significantly higher) . As this may be a first in the nation for a transit district, the BlueGreen Alliance would like to offer BART our technical

assistance and expertise of our TMAP project as BART continues its implementation of A.B. 1097 that became effective on January 1, 2012.

In accordance with BART's preferential language favoring domestic content, Alstom has submitted a competitive bid which promises that all rail cars will be 95% made in America. The hundreds of skilled workers at Alstom's Hornell, NY rail passenger car facility are represented by the International Association of Machinist and Aerospace Workers (IAM), and have produced over 7,000 metro cars for transit systems throughout the country. These rail cars are regarded as some of the world's safest and most reliable, with some traveling 1,400,000 miles before requiring significant maintenance.

In addition to the work this bid will create for workers represented by the IAM in Hornell, NY, this bid will support the jobs of workers building and installing the railcar's onboard signaling devices at Alstom Signaling, Inc. in West Henrietta, NY which is represented by the International Union of Electronic, Electrical, Salaried, Machine and Furniture Workers (IUE-CWA), a member of the BlueGreen Alliance. The workers at [Bradken – Atchison / St. Joe](#) of Kansas will be building the structures underneath these railcars which contain the axles and wheels, commonly known as trucks and are represented by one of the BlueGreen Alliance's founding members, the United Steelworkers (USW).

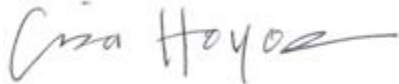
In submitting its proposal for the BART contract, Alstom made commitments that exemplify the positive effects of Buy America policies. The BART contract would help Alstom create 500 jobs in Hornell, NY, with over half being union jobs. Alstom would also invest \$20 million in a new aluminum car body manufacturing facility in Hornell, creating an additional 450 jobs and making it the only such facility in the country. And fifty new jobs would be created in the Bay Area. Finally, Alstom would source all other major components from U.S. manufacturers across the country. All told, the supply chain would create upwards of 3,500 high-quality American manufacturing jobs. Given that Phase I of this project alone uses \$730 million in Federal Transit Administration (FTA) formula funds and \$140 million in Surface Transportation Program (STP) funds, the Alstom bid would guarantee that federal taxpayer dollars will not only procure the highest quality rail cars, but also create the greatest possible economic impact.

Incentives for greater domestic content to support domestic manufacturers should reward those with the highest domestic content. Any costs differences due to the policy, will be offset by the macroeconomic boost generated by the increase in American demand. Investments in domestic manufacturing will boost wages and employment in the United States, result in increased tax revenue on those wages that can fund investments, including crucial infrastructure investments, and create jobs from the re-spending of the income from those directly employed as a result.

Beyond the immediate jobs impact, the Alstom bid would help create and sustain a passenger rail supply chain that will serve commuter systems in California and across the country. The \$20 million aluminum car body facility, for instance, would be the first of its kind in decades. Establishing this level of domestic manufacturing capability helps eliminate the expensive shipment of shells from foreign manufacturing facilities. This is true for all major components of passenger rail cars. By making investments in American manufacturers and American workers, we can strengthen our domestic supply chain and establish a reliable, cost-effective domestic source for our nation's passenger rail and transit systems. Additionally, domestic manufacturing assures appropriate environmental regulations are followed. Making it in the United States avoids the emissions associated with transporting manufactured goods from countries that lack strong environmental protections, therefore reducing the lifecycle emissions of products.

As you consider the various proposals for this critical investment in the BART system, we ask that you give strong consideration to domestic content as a major attribute for these bids. Thank you for your attention to this matter, and we hope that when you unveil your new rail car line it will be stamped "Made in the U.S.A" by the company that created the *most* US jobs in the process. Please do not hesitate to contact me or Brian Lombardozi ([brianl@bluegreenalliance.org](mailto:brianl@bluegreenalliance.org)) with any questions or concerns.

Sincerely,



Lisa Hoyos  
CA Director  
BlueGreen Apollo Alliance