

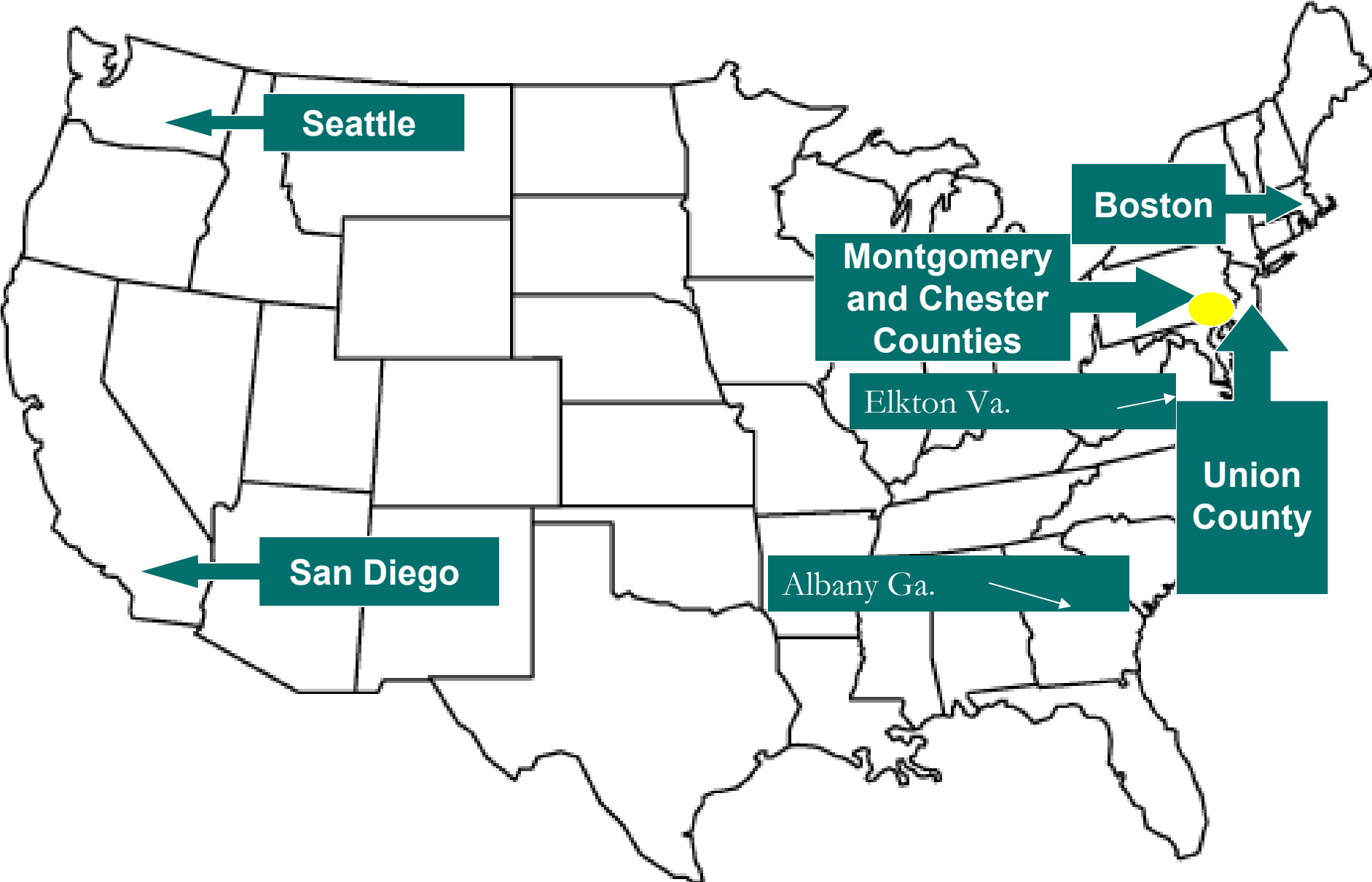


Merck & Co., Inc. is a global research-driven pharmaceutical products company. Merck discovers, develops, manufactures and markets a broad range of innovative products to improve human and animal health, directly and through its joint ventures.

Company Facts

- Company (2003_{ww})
 - \$22.5 Billion Revenues
 - \$3.2 Billion R&D Budget
 - \$1.9 Billion Capital Exp.
 - 63,200 Employees
 - #83 Fortune 500 Rank

RESEARCH LABORATORIES /MFG SITES



Global Corporation

- World Wide Facilities
 - North America
 - Puerto Rico
 - South America
 - Europe
 - Japan
 - Singapore

Merck's Impact to the United States Construction Labor Market

- 1997 – 2003
 - Averaged over 2000 tradesman at various Merck domestic facilities
 - Exceeded 3 million building trades man-hours annually
 - Constructed new facilities in excess of 3.0 million square feet

Typical Investments

- Manufacturing
 - API Facilities
 - Biologics Manufacturing
 - Pharmaceutical Manufacturing
 - Warehousing and Quality Laboratories
- Research
 - Laboratories
 - Pilot Plants
 - Offices

What is Important to Merck

- Contractors
 - Safety
 - Quality
 - Competitive Pricing
 - Innovation
 - Cooperation
 - Schedule

What is important to Merck

- Construction Labor
 - Provide enough qualified labor to complete work in safe efficient manner
 - Safety
 - Quality
 - Competitiveness
 - Jobsite Harmony

Industry Challenges

- Aging work force
 - Need to recruit young people into workforce – skilled and engineering
 - The Industry is no longer attractive to individuals as a career
- Globalization
 - Asia
 - Europe
- Faster Schedules
- Aggressively seek cost competitive strategies for new complex's/facilities
 - Construction methods
 - Procurement strategies

The Future

- Continue to foster better relationships between owners, contractors and trades
- Revitalize the image and attractiveness of the industry
- Work jointly to remedy the lack of new workers joining the ranks of skilled labor and engineering
- Develop better and more cost effective methods of construction to compete with an emerging global market