

American Subcontractors Association, Inc.
Directory of Member Benefits: First Quarter 2006

A Member's Guide to the:

ASA
advantage

The American Subcontractors Association's premier services package designed specifically for the unique needs of the construction specialty contractor.

Please look to these ASAdvantage participating providers first when making purchasing decisions for your business.

The ASAdvantage guide offers significant discounts exclusive to ASA members. New member benefit programs are added continuously to meet ASA member needs. The most up-to-date list can be found in the "Members Only Home" section of the Web site at www.asaonline.com. The product and service descriptions within this guide highlight some – *but not all* – of each program's benefits. For more detailed information, call the numbers listed under each program or contact ASA at (703) 684-3450.

Last updated December 2005

ASAdvantage Participating Providers

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ASAdvantage Participating Providers

Safety Materials and Compliance Management

3E - Paperless Compliance

1-800-360-3220

www.3ecompany.com

3E provides hazardous materials information management and emergency response services for environmental, health and safety managers at over 75,000 customer sites around the world.

- Save 30 to 80 percent on MSDS costs through fax-on-demand
- MSDS now available online
- Immediate access to millions of MSDSs and regulatory information
- Easy to use 24-hour toll-free line enables you to speak to HAZMAT specialists
- Ability to track inventories by facility/department and generate environmental reports, print and e-mail MSDS

Safetypaq

1-800-559-0491

www.dynapaq.com

Safetypaq™ is a premium safety products kit stowed in a unique, reusable container. Safetypaq was designed for contractors and builders to address the three leading complaints with traditional safety products: they are uncomfortable, unattractive and easily damaged. The goal is to reduce injuries by encouraging increased use of safety products that are great to wear and always there when you need them. ASA members receive a 15 percent discount on Safetypaq and all Dynapaq products. All of the items are organized and protected by Safetypaq's innovative storage unit, the Paq™, which prevents components from becoming lost or damaged. Each Safetypaq premium safety kit includes:

- A pair of safety glasses with a clear lens (ANSI Z87.1 approved)
- A pair of safety glasses with a tinted lens (ANSI Z87.1 approved)
- Two soft-touch safety glass cleaning and storage pouches
- A pair of high-dexterity work gloves (available in sizes S, M, L or XL)
- A pair of reusable, polyurethane ear plugs with portable storage pod

TOSSS (The Online Safety and Security Store)

1-866-849-1374

www.tosss.net

TOSSS provides "best in class" safety products, programs and services to clients in order to save lives, reduce costs and improve their profitability. TOSSS serves as the Internet's one stop safety store, which empowers ASA members to shop for safety products, take online training courses, catch up on the latest safety related news, or find a consulting service that is right for their companies - all from a single place on the Web.

Fuel/Automotive Services

Enterprise Fleet Services

1-877-23-FLEET

www.enterprise.com/fleets

Fleet management can be time consuming and costly for a company that has between 15-125 vehicles; Enterprise Fleet Services' programs offer management of vehicle acquisition, fleet maintenance, disposal and more. Some of the other services include:

- Comprehensive fleet management services
- Access to ASE-certified service technicians
- Fleet financing
- Reporting and Internet tools
- License and registration renewal

Pep Boys

1-800-PEPBOYS

www.pepboys.com

Pep Boys is an aftermarket retail and service chain that serves the do-it-yourself, do-it-for-me, and buy-for-resale client. Stores and service centers are open seven days a week, including evenings. Pep Boys currently operates 595 stores in 36 states and Puerto Rico. Some of the comprehensive services Pep Boys offers include: engine tune-ups, wheel alignments, shocks and struts, oil changes, preventative maintenance, and more. To find a store near you visit

http://pepboys.crossmediaservices.com/pepboys/store_finder.asp. Please refer to code #80255815 in order to get your ASAdvantage discount on Pep Boys products and services.

- Pep Boys National Fleet Team 1-800-55-FLEET
- Company owned stores - no franchises
- ASE-certified technicians - 6,700 service bays

Sunoco, Inc.

1-800-9-FLEETS

www.sunoco.com/market/fleetcard.htm

No two fleets are the same, but fleet managers have the same goal -- to reduce costs and maintain fleet efficiency. The Sunoco Fuel Management Program helps accomplish this with reduced paperwork, reliable reporting for decision making, and fuel savings with volume discounts. Sunoco offers flexible programs backed with quality and service to keep you driving into a profitable future. Here are some of the benefits of Sunoco's Fuel Management Program:

- Save up to 3 percent on fuel (minimum of 2-1/4 percent)
- Online access to daily purchases
- Fuel only option to prevent unwanted purchases

Project Management/Documentation

Constructw@re
Jeff Burmeister
1-800-374-2260
www.constructware.com

Constructw@re is a comprehensive software application, which streamlines design and project management throughout the design, construction and facility lifecycle. Constructw@re's centralized toolset enables all parties to communicate and collaborate anytime, anywhere, offering the flexibility to optimize, standardize and automate their entire business processes. Constructw@re offers a client-server based project management solution designed specifically for trade and specialty contractors. *Constructware for the Subcontractor* helps companies electronically create, store and track RFIs, transmittals, change orders, purchase orders, pay applications, correspondence and contact information from a single, centralized corporate database. ASA members can receive:

- Discounts on Constructw@re software purchases
- Private and/or online training
- Customized software implementation programs to meet your company's needs

Introducing Your Newest ASAdvantage:
The ASA-McGraw-Hill Construction Analytics Online Store!
25% Member Discount – Promotion Code ASA25A

ASA and McGraw-Hill Construction have joined forces to create a special ASAdvantage program entitling ASA members to a discount of **25% off the list price** of all McGraw-Hill Construction Analytics Reports!

- What is the forecasted construction activity in my state or metro area?
- Where are the hottest metro markets for subcontractors in the coming years?
- How active has my sub-trade been in my metro area? What is the potential for growth in the future?
- What building types will be the focus of construction activity in my region for the coming year?

The ASA-McGraw-Hill Construction Analytics Store contains over 8,000 analytics reports covering both historical and forecast construction activity in 50 states, 362 metro areas, 19 sub-trades and 32 building types.

Visit the store now at: http://construction.ecnext.com/coms2/analytics_asa

Be sure to use promotion code ASA25A to get your 25% ASA member discount!

Insurance

Allstate Contractor Insurance Program

1-800-859-0247

www.allstate.com

Owner and business managers face numerous risks such as damage to business vehicles, liability exposures resulting from the operation of the business, loss of income, theft, robbery and even employee dishonesty. That's why it's important that business owners secure the right insurance coverage and services essential to their business plans. ASA members can contact Allstate for free no-obligation quotes on:

- Business automobiles
- Commercial vehicle roadside assistance
- Supplemental insurance
- General liability
- Business property
- Tool and equipment coverage
- Workers' compensation

John Hancock Life Insurance Company

1-800-298-7309 ext. 139

Elizabeth Blackburn

eblackburn@sfnonline.com

The chances of needing long-term care may be greater than the chances of being able to pay for it. Fortunately, ASA members can begin planning for tomorrow with John Hancock Life Insurance. John Hancock's long-term care (LTC) insurance can:

- Provide funding for extended health care if a person is unable to care for themselves
- Protect the savings you've accumulated
- Helps you avoid "spending down" your assets to qualify for Medicaid coverage.

Telecommunications

BearCom Wireless Worldwide

Contact Lillian Taylor-Blackmon at 1-800-955-0003

www.asa-bearcom.com

lillian.taylor@bearcom.com

BearCom is the nation's largest independent distributor of Motorola and Icom two-way radio equipment and a major distributor of Nextel products. BearCom has the resources to manage your wireless needs. With over 20 years of experience in the communications industry, its expert communications consultants and engineers can help you plan and develop your personal or corporate communications solutions with confidence. ASA members can visit BearCom online and get 20 percent off two-way radio equipment including mobiles, repeaters and accessories. ASA members also get:

- 15 percent off Nextel's published promotional price for handsets with new activations
- 20 percent off Nextel accessories
- 15 percent off Motorola's canopy wireless broadband equipment, and licensing, repair, rental, lease and purchase programs

Bill Police

Jim Richey

216-287-7958

The Bill Police is a wireless cost management company that saves its customers an average of 20 percent by conducting a monthly analysis of their bills. More than 90 percent of the time Bill Police is able to accomplish these savings through the service provider the company currently uses. Bill Police does not represent a specific wireless service provider. It maintains an objective, highly informed position that allows its analysts to manage wireless costs with the customer's best interests and expense reduction in mind. Bill Police customers normally have 15 to 1000 wireless devices in their businesses, most or all are invoiced to a central point.

By analyzing a recent month's invoice, the Bill Police establishes a more cost effective baseline for the way customers use wireless communications. Once that is done, the services the Bill Police provides will include:

- A restated monthly bill that is easy to understand
- Monthly summary reporting by budgeted cost group or job if needed
- A monthly usage and cost trend update
- Billing error identification and resolution with the carrier
- Recommendations of lower cost rate plans on an ongoing basis without being prompted to do so; and
- Change happens once the customer has approved it.

Broadwing (formerly Eclipse Telecommunications)

1-800-342-9287

www.broadwing.com

Broadwing Communications, a consolidated subsidiary of Corvis Corporation, provides innovative networking solutions to enterprises, carriers and other service providers. Broadwing's one-of-a-kind, nationwide all-optical network enables the delivery of data, voice, video and high-capacity bandwidth services with unparalleled customer focus and speed. ASA members can get:

- Long distance: guaranteed flat-rate pricing
- Unprecedented personalized service
- Significantly lower rates
- E-commerce services: e-mail, internet access, and local area networks (LANs)

Human Resource Management/Employee Benefits

Administaff

Randall Frank

301-441-2488

www.administaff.com

Administaff provides administrative relief by assuming and/or sharing many of the responsibilities of an employer, so that business owners can focus their energy on other business essentials. Administaff can help ASA members with:

- Employment administration; including payroll, payroll taxes, etc.
- Benefits administration-medical; including dental, etc.
- Recruiting and selection
- Performance management
- Training and development
- Government compliance
- Employer liability management

Construction/job

1-877-777-7661

www.constructionjobs.com

ConstructionJobs.com is the premier employment job board and resume database built exclusively for the construction, design and building industries. Its mission is to empower customers with the highest quality, most efficient and cost effective online recruiting tools available in the construction and building industries resulting in a positive experience for both employers and job seekers. ConstructionJobs' interactive site provides targeted candidate searches by geographic region, specific industries, job titles, education, and experience. ASA members can:

- Access Constructionjobs' online job board for free
- Register and post their resumes for full site access
- Receive 20 percent off job posting and resume searching packages

JobTarget Career Center

www.asaonline.com

Job Target is ASA's online career resource center and job board available exclusively through our website. Jobseekers can create a profile, post resumes, and search our database of nationwide career opportunities; Employers can post jobs, view resumes and recruit the perfect candidates to match staffing needs. To get started today, simply go to the ASA Homepage and click on Post Jobs/View Resumes.

Wells Fargo Capital for Knowledge®

1-888-651-LOAN (1-888-651-5626) Mention ASA

www.capital4u.net

The Capital for Knowledge program offers ASA members private credit-based education loans as well as access to online college and scholarship searches and assistance with federal loan programs. The Capital for Knowledge program sets itself apart by extending its loan programs to the entire family. ASA members and their relatives including children, a spouse, grandchildren, parents, siblings, aunts, uncles, and cousins can apply. Here are some of the highlights from Wells Fargo's complete line of education and financial resources:

- College planner and interactive student loan calculator
- CollegeSteps® Program Scholarship Sweepstakes
- Affordable and flexible private education financing solutions
- Free online billing options

Financial Management

American Agencies

Larry Giustiniani

1-866-961-9600 (Mention ASA)

fax: 801-223-6444

www.cachequest.net/asa

American Agencies is a nationwide collection agency that offers a unique solution to the common problem of slow pay and no pay customers. American Agencies offers low cost, fixed fee services that will increase cash flow on open accounts while recovering outstanding A/R on closed accounts. American Agencies offers:

- Free credit bureau reporting
- Low cost, fixed fee pricing for ASA members
- Nationwide coverage
- Skip tracing capabilities
- Asset investigations

Bidding

The Blue Book
1-800-431-2584
www.thebluebook.com

The Blue Book of Building and Construction is the construction industry's premier information source. *The Blue Book* publishes regional construction directories in most major markets throughout the United States. Online, www.thebluebook.com provides easy access to continually updated information for each of *The Blue Book's* regional editions. Construction buyers and sellers also have free access to BB-Bid, *The Blue Book's* online bidding and procurement system. *The Blue Book* is circulated to real estate developers and managers, government purchasing agents, and various institutions such as schools, hotels, hospitals and other locations with facilities managers who hire contractors or buy building materials on a regular basis. Get the business and exposure you need through:

- Bid management
- Communication with vendors
- *The Blue Book's* project search engine
- Directory listings

Office Supplies and Services

Affiliated Power Purchasers International (APPI)
1-800-520-6685
info@appienergy.com

The APPI Savings Solutions program identifies and implements options that reduce the costs of ASA member's energy, utility and telecommunications services. Members pay no upfront, hourly, or retainer fees. APPI is only compensated when it demonstrates and delivers savings and/or refunds.

- Electricity Buyers Program (Offered in Deregulated States)
- Analyzes existing electric accounts to look for savings opportunities
- Offered in deregulated states that include CA (Limited), CT, MA, ME, MD, MI, NJ, NY, OH, PA and TX
- Maryland Wholesale Electric Pool is currently being offered in Maryland
- Utility Audit Service (offered in all states)
- Analyzes existing energy (electricity and natural gas), water, recycling, waste removal freight, credit card processing, and telecommunications (voice and data) services
- Identifies incorrect fees, billing errors, and overpayments
- Corrects billing errors, and adjusts bills moving forward for immediate savings
- Evaluates alternate service providers and program options that reduce the cost of service

DHL/Airborne Express
1-800-MEMBERS
www.airborne.com

DHL has built the world's premier global delivery network by trailblazing express shipping in one country after another. Over 220 countries later, DHL has merged with Airborne, the U.S. air express professionals. With the world's leading and most experienced express network, DHL serves every ZIP code in the U.S. with fast and reliable deliveries and shipping services aimed at exceeding expectations. The new DHL offers customers – from small businesses to Fortune 500 companies – products and expert consultations to meet all of their shipping needs, including domestic express and deferred shipping, international express and deferred shipping, and international air freight and ocean freight services via DHL Danzas Air & Ocean. DHL/Airborne Express offers ASA members:

- Savings up to 42 percent on shipping
- Simple flat-rate pricing and money-back guarantee
- Service to virtually every ZIP code
- Delivery the next day, usually by 10:30 a.m.
- Free on-demand pickup and online customer service
- Computerized package tracking

Penny-Wise Office Products
Contact:1-800-942-3311
Fax: 800-622-4411
www.penny-wise.com

Penny Wise prides itself on offering the largest selection of office products (three times that of a "superstore") at extremely competitive prices. Penny Wise products are backed by a low price guarantee and free, no hassle return policy. At Penny Wise, the focus is on providing superior service levels and customer convenience. Penny Wise offers free, next day delivery from one of our 40 distribution centers nationwide. Through state-of-the-art ordering mechanisms, nationwide distribution centers, free delivery and a low price guarantee, Penny Wise is the ideal choice for the office products buyer. ASA members can:

- Get up to 80 percent off list price on office products
- Over 20,000 regularly stocked items
- Next-day delivery to almost anywhere in the U.S.
- Free shipping for any order over \$25
- Lowest price guarantee
- Get an extra 3 percent discount for shopping at www.penny-wise.com
- Welcome kit for new buyers — \$75 worth of office supplies for \$24.99

Network Technology Management

Network Expert Solutions, LLC

1-888-463-9061

www.net-x-solutions.com

Network Expert Solutions is a dynamic and innovative network systems integrator specializing in designing and building network infrastructures to increase business productivity and lowers cost of ownership. Our customers can stay focused on their business and continue to gain a competitive advantage in their industry when utilizing our services. Partnering with Hewlett Packard has enabled us to establish a special **ASA Members Only Discount Program** available through the **ASAdvantage and HP “Business to Business (B2B) Store”**. This program is specifically designed to provide all ASA Members (local and national) below-list pricing on items such as printers/plotters, copiers/fax machines, computers/laptops, PDAs, servers and storage, switches, wireless products and accessories. ASA members receive:

- Discounts on office and network equipment from many of the leading manufacturers through the **ASAdvantage and HP “Business to Business (B2B) Store”** at <http://www.hp.com/go/asa-members>
- Exclusive discount pricing on the entire line of services including one that continues to increase in popularity, *Net-X-eDefense* SPAM and Virus Filtering. This service provides fully managed protection by reducing up to 90% of SPAM and E-Mail-borne viruses before entering a network, without the added cost of hardware or software!
- Free Setup and 14 Day Trial on *Net-X-eDefense* SPAM and Virus Filtering service
- Highly skilled, certified, and dedicated engineers and staff
- Full implementation and project management support