

**American Subcontractors Association, Inc.**  
**Directory of ASA Member ASAdvantage Benefits: 2008**

**A Member's Guide to the:**

**ASA**  
**advantage**

**The American Subcontractors Association's Premier Services  
Package**

The ASAdvantage guide is designed specifically for the unique needs of the construction specialty contractor. Please look to the participating ASAdvantage providers first when making purchasing decisions for your business.

The ASAdvantage guide offers significant discounts exclusive to ASA members. New 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 ASA Web site at [www.asaonline.com](http://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 number listed under each program or contact ASA at (703) 684-3450.

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# ASA Participating Providers

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# **Safety Materials & Compliance Management**

## **3E - Paperless Compliance**

**1-800-360-3220**

**[www.3ecompany.com](http://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

# **Fuel/Automotive Services**



## **Enterprise Fleet Services**

**1-877-23-FLEET**

**[www.enterprise.com/fleets](http://www.enterprise.com/fleets)**



Managing your fleet is taking you away from what you do best – managing your business. Enterprise Fleet Management provides ASA members cost-effective and comprehensive fleet management solutions in the areas of: vehicle acquisition, maintenance management, insurance programs, vehicle disposal, fuel programs, license and title renewals, and monthly reporting.

If your business has between 15 and 125 vehicles, call Enterprise Fleet Management today to find out how you can start improving your cash flow.

Visit their web site at [www.enterprise.com/fleets](http://www.enterprise.com/fleets) or call toll free at 877-23-FLEET (877-233-5338) for details regarding individual member savings.

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

## **Enterprise Rent A Car**

**1-800-VIP-ERAC**

**[www.enterprise.com](http://www.enterprise.com)**

With the largest fleet and the greatest variety of vehicles, Enterprise is always nearby at more than 6,500 neighborhood and airport locations. ASA members can receive 10% off of daily rates and 5% off of weekly rates when you make reservations in advance with Enterprise Rent A Car. Take advantage of this offer by mentioning VIP code **76ASA** when you call the Enterprise Rent A Car National Reservations Center at 800-VIP-ERAC (847-3722) or log on to [www.enterprise.com](http://www.enterprise.com). Some restrictions apply.

Pick Enterprise. We'll Pick You Up.

# Project Management/Documentation



**Autodesk Subcontractor**  
(813) 903-9446  
[www.autodesk.com/subcontractor](http://www.autodesk.com/subcontractor)

**Autodesk**  
Subcontractor

Autodesk Subcontractor is an ASAdvantage member and a leading project documentation software solution in the Specialty Contractor industry designed to increase productivity and improve processes and accountability for all of its clients. Autodesk Subcontractor offers our clients software and services to optimize, standardize and automate their business processes with any easy-to-use scalable solution designed by trade and specialty contractors. *Autodesk Subcontractor* helps companies electronically create, store and track RFI's, transmittals, change orders, purchase orders, pay applications, correspondence and contact information from a single, centralized corporate database. ASA members can receive:

- ❖ Discounts on Autodesk Subcontractor Licensed User purchases
- ❖ Private and/or online training
- ❖ Customized software implementation programs to meet your company's needs

**McGraw-Hill Construction Company**  
(212) 512-6137  
[www.construction.com](http://www.construction.com)

**McGraw\_Hill**  
**CONSTRUCTION**

**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 percent off the list price** of all McGraw-Hill Construction Analytics Reports!

- ❖ What is the forecasted construction activity in your state or metro area?
- ❖ Where are the hottest metro markets for subcontractors in the coming years?
- ❖ How active has your sub-trade been in your metro area? What is the potential for growth in the future?
- ❖ What building types will be the focus of construction activity in your 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](http://construction.ecnext.com/coms2/analytics_asa)

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

For discounts on *Engineering News Record* subscription service, visit:  
<https://www.mcgraw-hill-sales.com/asamgh.htm>

# Insurance



**Allstate Contractor Insurance Program**  
**1-888-322-3013**  
**[www.allstate.com](http://www.allstate.com)**



Owners 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



**CNA**  
**312-822-1776**  
**[www.cna.com](http://www.cna.com)**



As a Platinum Sponsor of the American Subcontractors Association, our partnership with ASA keeps CNA ahead of industry trends. CNA is the country's seventh largest commercial insurance writer and the 13th largest property and casualty company. CNA's insurance products include standard commercial lines, specialty lines, surety, marine and other property and casualty coverages. CNA's high-quality insurance solutions and claim and risk control services help reduce costs and keep your business secure. CNA's services include risk management, information services, underwriting, risk control and claims administration. For more information, please visit CNA at **[www.cna.com](http://www.cna.com)**.

# Human Resource Management

## Employee Benefits

**JobTarget Career Center**  
1-888-575-WORK  
[www.jobtarget.com](http://www.jobtarget.com)

**JOBTARGET**

Job Target is ASA's online career resource center and job board. It is available exclusively through ASA's website at [www.asaonline.com](http://www.asaonline.com). Employers can post jobs, view resumes and recruit the perfect candidates to match staffing needs. Jobseekers can create a profile, post resumes, and search ASA's database of nationwide career opportunities. To get started today, simply go to the ASA homepage and click on Post Jobs/View Resumes.

## Financial Services



**Smart Payment Systems**  
1-866-690-6068  
[www.smartps.com/asa](http://www.smartps.com/asa)



ASA has negotiated special national discounts for processing Visa® and MasterCard® through Smart Payment Solutions. The program provides a complete suite of electronic payment services for members, including a customized **Free Savings Analysis** that details the program savings in writing.

*Smart Payment Solutions lets you:*

- Securely process credit card transactions from any computer with Internet access
- Process all payment types on the road – our wireless solution delivers convenience and lower rates (for card present transactions)
- Increase earnings by converting customers from credit card to ACH payments – ACH payments reduce your cost by 50% or more
- Minimize investment costs – no special software or costly terminals

For a limited time, ASA members **can lock in two years at fixed rates** –SPS offers fixed credit card rates, even when Visa® and MasterCard® increase their fees (which they do about twice a year). This offer is valid through December 31, 2008, so visit [www.smartps.com/asa](http://www.smartps.com/asa) today to lock in your rates.

You can also contact Smart Payment Solutions at 1-866-690-6068 today for more details on this exclusive offer or visit our web site at [www.smartpaymentsolutions.com](http://www.smartpaymentsolutions.com).

# Business Development



**The Blue Book**  
1-800-431-2584  
[www.thebluebook.com](http://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](http://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



**UPS Freight**  
1-800-333-7400  
[ltl.upsfreight.com](http://ltl.upsfreight.com)  
[associations@upsfreight.com](mailto:associations@upsfreight.com)



UPS Freight is the heavy freight arm of UPS, and is offering discounts of 70 percent on Less Than Truck Load freight shipments. UPSF transports shipments from 150 lbs to 20,000 lbs.

- ❖ Coverage to ALL of U.S., Canada & Mexico
- ❖ More than 20,000 one- and two-day lanes
- ❖ Offshore reach includes Alaska, Hawaii, Guam, & Puerto Rico
- ❖ All Shipments are guaranteed on time or your money-back

## UPS Freight Savings Program applies to:

1. **Purchasing**- ALL Shipments that are **Collect** to your Company will receive a 70% discount. Write "SHIP UPS Freight" on all your purchase orders or request UPS Freight by letter or phone when placing an order.
2. **Shipping**- ALL shipments you ship that are **Prepaid** will receive a 70% discount.
3. **Drop Shipping (Third Party Billing)**- All materials shipped direct to customers that you pay the freight will receive a 70% discount. Be sure to put "SHIP UPS Freight" on all your P.O.s or request UPS Freight by letter or phone when placing an order.
4. **Heavy Weight Shipments** from 150 lbs to 20,000 lbs. will receive a 70% discount.

To enroll in the UPS Freight savings program, download the enrollment form from [www.asaonline.com/Secure/ASAdvantage.htm#UPS](http://www.asaonline.com/Secure/ASAdvantage.htm#UPS), and fax it to 804-291-5456.