



Associated Subcontractors of Massachusetts, Inc.

One Washington Mall, 5th Floor, Boston, MA 02108

TEL: 617-742-3412 • FAX: 617-742-2331

E-Mail: mail@associatedsubs.com • Web: www.associatedsubs.com

March 2010

Announcing a NEW Service for ASM Members!
Be informed before you Bid!

Dear ASM Member:

ASM is pleased to announce a new service that promises to be one of the most valuable services of membership: a **“Business Practices Interchange” (BPI)**. The BPI will allow members to obtain accurate, first-hand information on the business practices of general contractors, construction managers, architects, agencies and others engaged in construction activities. We are truly in the “information age,” and businesses that take steps to stay information-rich enjoy key advantages over those that don’t. In an era of slow payments, doing business with reputable companies has become more important than ever, and the ASM | BPI can help you do just that.

The BPI is a relatively simply program – offered two different ways:

1. **First, we will offer a “Referral Service”** allowing you to call ASM for a referral to other member(s) who are in ASM’s database as having recent first-hand experience with a particular company.
2. **Second, we will offer “live” BPI sessions**, in conjunction with ASM membership meetings or education programs. You will hear more about this in the coming weeks.

We want to start right away to build the database for the Referral Service. To do so, we need your help. Specifically, we ask you to provide us with the names of contractors (or other parties) you have done business with during the past two years. This information will be entered into ASM’s database. Members seeking information on a particular contractor may then call the ASM office and receive the names other members, in non-competing trades, who have recently done business with that company. By contacting your fellow members directly, you can receive solid, valuable, first-hand information which will help maximize your ability to make intelligent decisions for your business.

An important feature of the BPI is that it is a system based on reciprocity. That is, if members use the system to receive information, they must also be willing to contribute to the system and provide information to other members. In fact, this is the only way the BPI can work! It is very easy to participate. **All we ask is that you complete the enclosed BPI Listing Form** and mail, fax or email it back to the ASM office. Simply check the names of companies you have done business with during the last two years, and add any others whose names are not on the list.

Remember, this service is member-driven. The more names members give us, the better the system will be able to benefit everyone. Thank you very much for your cooperation and assistance.

Sincerely,

Monica Lawton
CEO



Business Practices Interchange

POLICY STATEMENT and PARTICIPATION AGREEMENT

The **Business Practices Interchange, or BPI** as it is commonly known, is a service offered by ASM modeled on programs in place at other subcontractor associations around the country.

The **Business Practices Interchange** provides a forum for the exchange of information among participating members about the payment and business practices of subcontractor customers, including general contractors, construction managers, developers, owners project managers, architects or public agencies. The purpose is to help subcontractors make informed business decisions as they consider committing resources to a project. The information exchanged must be factual and based on the actual experience of the ASM members providing the information.

Live BPI sessions may be conducted in conjunction with ASM membership meetings or education programs. A BPI "Referral Service" is also available, allowing members to call ASM for a referral to other member(s) who are on record in ASM's database as having recent first-hand experience with a particular organization.

To ensure the BPI is beneficial and not misused, all participants must agree to the following POLICY:

- In conducting the BPI, ASM is merely providing a forum for exchange of information among participating members, and such action does not imply any recommendation on the part of ASM.
- Information must relate to contracting, payment and business practices of a particular project team member.
- No information shall be requested or exchanged relating to another member of ASM.
- All information must be current (past 2 years), factual, and first-hand only; **no opinions or hearsay!**
- Information must be specific. For example, comments such as "slow pay" or "no pay" are not acceptable. You must state the payment terms of your contract, and when payment was made.
- The exchange of factual information of a positive nature is encouraged.
- No discussion of pricing or credit terms is allowed.
- Each participating member is free to consider, disregard, act or refuse to act on the basis of information exchanged. Nothing shall interfere with a member's exercise of independent judgment. No member shall participate in any agreement or understanding that promotes uniform action regarding future business dealings with a person or firm based on information exchanged. Such practices interfere with free and lawful competition; they are illegal and prohibited.
- Participating members will refrain from discussing matters in which they have a conflict of interest or otherwise feel uncomfortable discussing.
- No remarks of a disparaging nature are allowed.

I have read and agree to abide by the POLICY provisions stated above:

NAME (print) _____ (signature) _____

COMPANY _____

TELEPHONE: _____ EMAIL _____

RETURN TO:

ASM, One Washington Mall, 4th floor, Boston, MA 02108
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Business Practices Interchange BPI LISTING FORM

On the list below, please check the organizations with which you have had direct business dealings within the past two years, and about which you would be able to provide factual information relating to business practices. Such listing shall not be construed as an indication as to whether your experience with the organization has been satisfactory, unsatisfactory or otherwise.

Your Name _____ Telephone _____
Your Company _____

CONTRACTORS/ CONSTRUCTION MANAGERS

- | | |
|--|--|
| <input type="checkbox"/> A.J. Martini | <input type="checkbox"/> D.F. Pray Inc. |
| <input type="checkbox"/> A.P. Whitaker & Sons | <input type="checkbox"/> Daniel O'Connell's Sons Inc |
| <input type="checkbox"/> Antonelli Construction Co. Inc. | <input type="checkbox"/> Delphi Construction Corp. |
| <input type="checkbox"/> Aquadro & Cerruti Inc. | <input type="checkbox"/> Delulis Brothers Construction |
| <input type="checkbox"/> Auburn Construction Co. Inc. | <input type="checkbox"/> Dimeo Construction |
| <input type="checkbox"/> AvalonBay Communities, Inc. | <input type="checkbox"/> Donahoe Construction |
| <input type="checkbox"/> Barletta Associates | <input type="checkbox"/> E.A. Colangeli Construction Co. |
| <input type="checkbox"/> Barr & Barr Inc. | <input type="checkbox"/> Eagle Point Builders |
| <input type="checkbox"/> Bond Brothers Inc. | <input type="checkbox"/> Elaine Construction Co. |
| <input type="checkbox"/> Bovis Lend Lease | <input type="checkbox"/> Elizabeth Contracting Inc |
| <input type="checkbox"/> Bowdoin Construction Corp. | <input type="checkbox"/> Erland Construction |
| <input type="checkbox"/> Brait Builders | <input type="checkbox"/> F.L. Caulfield & Sons |
| <input type="checkbox"/> Bufftree Building Co. Inc. | <input type="checkbox"/> F.W. Madigan Company |
| <input type="checkbox"/> C.E. Floyd Co. Inc. | <input type="checkbox"/> Fontaine Brothers |
| <input type="checkbox"/> Caisson Construction Corp. | <input type="checkbox"/> G. Greene Construction Co. |
| <input type="checkbox"/> Callahan, Inc. | <input type="checkbox"/> Garber Construction Co., Inc. |
| <input type="checkbox"/> Campanelli Co. | <input type="checkbox"/> Gilbane Building Co. |
| <input type="checkbox"/> Carr Enterprises Ltd. | <input type="checkbox"/> J. Calnan & Associates |
| <input type="checkbox"/> Casby Bro. Inc. | <input type="checkbox"/> J.F. White Contracting Co. |
| <input type="checkbox"/> Clark Construction Group | <input type="checkbox"/> James Farina Corp. |
| <input type="checkbox"/> Colantonio Inc. | <input type="checkbox"/> JJ Contractors |
| <input type="checkbox"/> Collins Construction Co. | <input type="checkbox"/> JM Coull, Inc. |
| <input type="checkbox"/> Columbia Construction Co. | <input type="checkbox"/> John B. Cruz Construction Co. |
| <input type="checkbox"/> Commodore Builders | <input type="checkbox"/> John Moriarty & Associates |
| <input type="checkbox"/> Commonwealth Building, Inc. | <input type="checkbox"/> Jones Lang LaSalle |
| <input type="checkbox"/> Congress Construction Co. Inc. | <input type="checkbox"/> L.D. Russo, Inc. |
| <input type="checkbox"/> Consigli Construction | <input type="checkbox"/> L/R Construction, Inc. |
| <input type="checkbox"/> Corjen Construction Co. Inc. | <input type="checkbox"/> Lauring Construction |
| <input type="checkbox"/> Cranshaw Construction of NE | <input type="checkbox"/> Lee Kennedy Co. |
| | <input type="checkbox"/> Louis Pasqualucci & Son Inc. |
| | <input type="checkbox"/> Marc Truant & Associates |
| | <input type="checkbox"/> Martins Construction Co. |

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PLEASE KEEP A COPY FOR YOUR RECORDS!

- McCourt Construction
- Nauset Construction Corp.
- O'Connor Construction
- P.J. Stella Construction
- Pastore Construction Co.
- Perini Management Services
- Plumb House, Inc.
- R.H. White Construction Co. Inc.
- RF Walsh Co. Inc.
- Richard White Sons Inc.
- Ryan Construction
- Seaman Bratko Corp.
- Senate Construction Corp.
- Shawmut Design & Construction
- Siena Construction Corp.
- Skanska USA Building, Inc.
- Structure Tone, Inc.
- Suffolk Construction Co. Inc.
- Tarzia Construction
- The R.L. Whipple Co. Inc.
- The Torrey Company, Inc.
- Thomas O'Connor & Son
- Tishman Construction
- TLT Construction
- Trace Construction
- Turner Construction
- Turner Special Projects
- Vantage Builders
- W.T. Rich Co. Inc.
- Walsh Brothers
- WCI Corporation
- William A. Berry & Son, Inc.
- Wise Construction

List other companies below

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

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PUBLIC AGENCIES

On the list below, please check the organizations with which you have had direct business dealings within the past two years, and about which you would be able to provide factual information relating to business practices. Such listing shall not be construed as an indication as to whether your experience with the organization has been satisfactory, unsatisfactory or otherwise.

Your Name _____ Telephone _____
Your Company _____

- City of Boston
- City of Cambridge
- City of Springfield
- City of Worcester
- Department of Conservation & Recreation (DCR)
- Department of Corrections
- Department of Housing & Community Development (DHCD)
- Division of Capital Asset Management (DCAM)
- Mass. Development
- Mass. State College Building Authority
- Massport
- MassDOT – Highway Division
- MBTA
- UMass Building Authority
- Army Corps of Engineers (Federal)
- General Services Administration (Federal)

Other agencies

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____
- 7. _____
- 8. _____
- 9. _____
- 10. _____

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ARCHITECTS

On the list below, please check the organizations with which you have had direct business dealings within the past two years, and about which you would be able to provide factual information relating to business practices. Such listing shall not be construed as an indication as to whether your experience with the organization has been satisfactory, unsatisfactory or otherwise.

Your Name _____ Telephone _____
Your Company _____

- ADD Inc.
- Annahian Winton Architects
- ARC Inc.
- Arrowstreet Inc.
- Brian Healy Architects
- Cambridge Seven Associates
- Cannon Design
- Carter & Burgess Inc.
- CBT/Childs Bertman Tseckares Inc.
- Cubellis Associates Inc.
- Design Partnership of Cambridge Inc.
- Drummey Rosane Anderson Inc.
- Elkus Manfredi Architects Ltd.
- Fennick McCedie Architecture
- Finegold Alexander & Assoc. Inc.
- Flansburgh Associates Inc.
- Goody Clancy
- Graham Gund Architects
- HMFH Architects
- Jung/Frannen Associates Inc.
- Kennedy & Violich
- Leers Weinzapfel Associates, Inc.
- Mount Vernon Group Architects Inc.
- Platt Anderson Freeman Architects
- Sasaki Associates Inc.
- Shepley Bullfinch Richardson & Abott
- Steffian Bradley Architects
- Strekalovsky Hoyt Raymond
- Symmes Maini & McKee Associates
- The Cicil Group
- The Stubbins Associates Inc.
- TRO/The Ritchie Organization
- Tsoi/Kobus & Associates

Other Architects

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____
- 7. _____
- 8. _____
- 9. _____

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