

ABC
MEMBERS
SAVE
MONEY



BUSINESS DISCOUNTS

- 3 **Automotive/Commercial Vehicles**
 - General Motors (GM)
 - Fiat Chrysler Automobiles (FCA)
 - Ford
- 4 **Wireless Service and Accessories**
 - Verizon
- 4 **Office Supplies**
 - Office Depot
- 5 **Uniform and Apparel Services**
 - Aramark
- 6 **Professional Development**
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- 6 **Accounting Services**
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- 6 **Payroll Services**
 - Payroll4Construction
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BUSINESS
DISCOUNTS

abc.org/discounts



“

I personally buy a new vehicle every three years for work, and it was great to be able to take advantage of the GM discount again at the dealership, because my company is an ABC member.

”

—Steve Klessing
Keller, Inc.

AUTOMOTIVE/COMMERCIAL VEHICLES

GENERAL MOTORS FLEET



Save an additional \$500 to \$1000 on GM vehicles

Members can combine this offer with most current GM incentives, including the National Fleet Program and the GM Business Choice Program. List of eligible vehicles and incentives online.

abc.org/gm



Jeep



Save \$500 on Chrysler, Dodge, Ram, Jeep and Fiat

From the Chrysler, Jeep, Dodge, Ram lineup to the FIAT 500L, there's something for everyone. ABC members and their employees can combine this stackable \$500 cash allowance with most current retail incentives and choose an "On the Job" program allowance.

abc.org/fca



Ford Motor Co. offers fleet-based discounts to qualifying ABC members.

ABC members that currently have 15 or more vehicles can obtain a fleet account number and take advantage of additional savings, above and beyond Ford's standard fleet discount.

TO GET STARTED

Call Ford Fleet at (877) 530-9953 for assistance with program claims. Refer to Customer Association Incentive (CAI) program number 96174. Be sure to mention Associated Builders and Contractors specifically.

abc.org/ford



CORPORATE DISCOUNT

Verizon Wireless offers special discounts and incentives to ABC member contractors, building material suppliers, construction equipment rental firms, construction staffing/labor agencies, crane rental companies and trash dumpster/haul-off service providers. This program's exclusive discounts apply to monthly calling plans for existing subscribers and new lines of service, and are available on contracts with one- or two-year terms on eligible calling plans of \$34.99 or higher with a minimum of five lines.

- 22% monthly discount on calling plans
- Up to 35% accessory discount
- \$29.99 custom 3G business email feature
- \$19.99 custom "push-to-talk only" plan
- \$34.99 custom 200-minute business share plan (rates subject to change)

If you need login information, email your name, phone number, company name and address to abcprogram@verizonwireless.com. Your firm's eligibility will be confirmed with ABC and your login information will be provided.

abc.org/verizon

OFFICE SUPPLIES



Members save up to 80% off thousands of products from copy paper and printer ink to cleaning supplies, coffee, furniture and more!

Office Depot is the single source for everything you need to be more productive, including office and school supplies, facility products and the latest technology. We even offer safety vests, hard hats, gloves and ear protection.

Enjoy all of the following exclusive benefits:

- Up to 80% off preferred products on the "Best Value List"
- 93,000 additional products discounted 5% to 15% below retail
- Exclusive monthly specials
- Free next-day delivery on online orders of \$50 or more

With an easy-to-use website and more than 2,000 retail locations, you can access these great savings online and in stores.

abc.org/officedepot



Aramark is the leading provider of uniform and workplace supplies, such as boots, gloves, hats, winter wear and more!

PURCHASE PROGRAMS

- Up to 20% off work wear and accessories
- Free logo setup (a \$90 value)
- \$5 logo application and \$5 shipping

RENTAL PROGRAMS

- Special discounts on customized rental programs
- More than 250 locations for superior localized services

For more information on Aramark's ABC Program, call (800) 332-8676, mention that you are an ABC member and reference national account ID N92952.

abc.org/aramark



Switching to Aramark for our rug supplier has saved Wieser Brothers more than 20% per rug with our ABC discount. The rugs are high quality, full color, rubber backing and easily cleaned. We order all of our shop rugs, floor mats and office rugs and receive the same discount on those items.



—Brian Wieser
Wieser Brothers General Contractors

PROFESSIONAL DEVELOPMENT



FranklinCovey, the global consulting and training leader in the areas of strategy execution, leadership and individual effectiveness, has partnered with ABC to offer professional development and leadership courses to ABC members and chapters through a variety of formats, including in-person training as well as the All Access Pass™ Plus. The All Access Pass™ Plus provides the ultimate flexibility for clients by providing access to the company's world-class content, assessments, videos, tools, and digital assets. Learners will have access to 7 Habits of Highly Effective People, Speed of Trust, Project Management Essentials and more.

If you'd like to learn more about the All Access Pass™ Plus or other FranklinCovey resources, contact ABC's client partner Scott Johnson at scott.johnson@franklincovey.com or (678) 566-6509 for a personalized company assessment.

abc.org/franklincovey

ACCOUNTING SERVICES



Foundation Software has helped countless ABC contractors improve their job cost accounting, project management and scheduling.

- Discounts on FOUNDATION® construction accounting software
- Free Executive Dashboard module on a new system purchase - a \$1,595 value!
- Free analysis of your current accounting issues
- Free access to our construction library (no purchase required)

abc.org/foundation

PAYROLL SERVICES



Payroll4construction.com provides payroll processing and reporting designed specifically for the construction industry. Beyond standard payroll services, like direct deposits and W-2s, Payroll4construction.com offers features contractors need, from certified payroll reports to job cost and worker's comp tracking.

- Provides free certified payroll (print and electronic) and construction reporting
- Handles multiple prevailing wage jobs and pay rates
- Handles multiple states and localities
- Fully integrates with FOUNDATION,[®] QuickBooks[®] and other accounting programs
- Offers easy and secure online payroll interface

abc.org/payroll

BIM SOLUTIONS

project virtual[®]

EXCLUSIVE SAVINGS ON BIM PRODUCTS AND SERVICES

ABC has partnered with a number of leading technology companies to bring members exclusive savings on BIM products and services. Members can take advantage of solutions involving scheduling, laser scanning, data and project management and document control to help them on their path to BIM implementation.



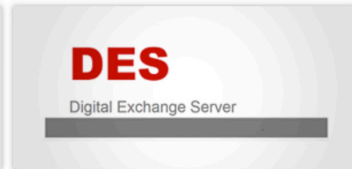
Data Management



Scheduling



Laser Scanning



Document Control

abc.org/projectvirtual



Our construction business has 18 employees. Currently, we're saving \$4,176 with two of ABC's discount programs, which more than pays for our membership dues.



—Pamela Volm
Annapolis Contracting Inc.

AIA Contract Documents

Widely accepted contract documents for the construction industry!

ABC members receive exclusive savings on AIA Contract Documents' ACD5™ products, so you can protect your business with more than 180 time-tested legal contracts and forms for any project, large or small, anytime, anywhere.

- 10% off AIA Contract Docs software purchases and/or renewals
- Access to 100+ documents, including: contractor/subcontractor agreements and forms, owner/contractor agreements, application and certificate for payment and change order forms
- Highly experienced, dedicated support for both software and document questions and issues
- Access to document and reference training material including FAQs, guides, videos and commentaries available for download free of charge

New contract documents released in 2017!

abc.org/aia



ConsensusDocs®
BUILDING A BETTER WAY

ABC and 39 other design and construction-related associations are part of a coalition that publishes ConsensusDocs—contract documents for use by designers, owners, contractors, subcontractors and sureties.

More than 100 ConsensusDocs contract documents are available:

- General contracting series
- Collaborative documents series
- Design-build series
- Construction management series
- Subcontracting series
- Program management series

ABC members receive at least 20% off all purchases. You must enter ABC100 when you place your order to receive the discount.

abc.org/consensusdocs



FLEET MANAGEMENT

Enterprise Fleet Management helps ABC members streamline their fleet, improve cash flow and optimize operations every step of the way. From acquisition and risk management to maintenance and remarketing, ABC members enjoy quick, easy and personal access to a local account team that will handle all of the day-to-day fleet needs.

ABC member benefits and discounts:

- Savings of up to 5% to 7% on acquisition costs
- Factory ordering with manufacturer and volume incentives
- Up to 15% savings through our maintenance programs
- Fuel rebates up to 0.5 cents per gallon with access to more than 90% of U.S. retail fuel stations
- Access to 700 remarketing experts with net returns up to 10%

Offering the best parts at the best prices.

abc.org/enterprise | (877) 23-FLEET

“ The team at Enterprise works very hard to save my company time and money by managing our growing fleet of vehicles. From budget/purchase through maintenance until replacement, they simplify the process while looking for cost savings. ”

—Controller, Mechanical Services,
ABC member with a 45 Vehicle Fleet

AUTOMOTIVE PARTS AND ACCESSORIES



With more than 5,500 stores, AutoZone is the nation's largest automotive parts and accessories provider.

EXCLUSIVE BENEFITS FOR ABC MEMBERS:

- Gold-level account pricing with substantial savings off of AutoZone's standard commercial pricing
- Platinum pricing is awarded with \$650-\$999.99 in average weekly sales
- Diamond pricing is awarded with \$1000+ in average weekly sales
- A 5% quarterly electronic ordering rebate on all net purchases ordered at autozonepro.com
- Introductory offer: For the first 90 days, receive an additional 5% electronic ordering rebate paid in the form of a credit on all net purchases ordered at autozonepro.com
- A flexible warranty policy backed by a 48-hour labor claim reimbursement
- No-core charge policy for recyclables returned within 72 hours (does not apply to employee discount accounts)

abc.org/autozone

SHIPPING SERVICES



ABC members save with the FedEx Advantage Program.

- 29% off FedEx Priority Overnight and FedEx Standard Overnight (envelopes only)
- 24% off FedEx Priority Overnight and FedEx Standard Overnight (paks and packages only)
- 25% off FedEx International Priority® and FedEx International Economy® (all shipments)
- Up to 20% off FedEx Ground® (all shipments, depending on weight)
- Up to 10% off FedEx Home Delivery® (all shipments, depending on weight)
- Up to 20% off FedEx Office (printing and copying services)
- Up to 78% off FedEx Freight (LTL Freight Shipping)

abc.org/fedex | (877) 875-2270

FUEL PROGRAMS



Mobil

Immediate savings, plus you can track expenses and control costs!

- Monthly fuel rebates up to 5 cents per gallon
- Available at more than 10,000 Exxon- and Mobil-branded stations

abc.org/exxonmobil | 877-259-9555



All monthly program fees are waived for ABC members! If approved, you can save 3 to 6 cents per gallon each month when you purchase a minimum of 300 gallons of fuel.

abc.org/shell

HOTELS

WYNDHAM

HOTEL GROUP

Employees of ABC members receive up to 20% off the “Best Available Rate” at the Wyndham Hotel Group website for their participating brands. Wyndham has 14 distinct brands with more than 7,600 hotel locations, providing affordable pricing at these well-known names:

- Wyndham Hotels and Resorts
- Wyndham Garden
- Days Inn
- Super 8
- Baymont Inns and Suites
- Microtel Inns and Suites by Wyndham
- Travelodge
- Wyndham Grand Hotels and Resorts
- TRYP by Wyndham
- Ramada Worldwide
- Wingate by Wyndham
- Hawthorn Suites by Wyndham
- Howard Johnson
- Knights Inn

To receive the discount, book online or call the ABC member benefits hotline at (800) 364-6176 and give the agent your special discount ID number, 1000012744, at time of booking. For online bookings, your discount ID will automatically be entered and your discount displayed.

abc.org/wyndham



Introducing a total benefits solution that includes a full suite of ACA compliant benefits including major medical, dental, vision, life, disability, retirement and HRA plans, all managed through one platform!

The Contractors Plan makes it easy to design a flexible solution that reduces a contractor's workload and keeps them compliant with the Affordable Care Act and other local, state and federal laws.

The Contractors Plan has created a series of informative videos highlighting various parts of our program. These include hour banking, the loan program, online portal, compliance support, and more. It's a quick way to learn alot about our complete solution and how, with The Contractors Plan, it all works together.

For a more complete view of the products and services we provide as part of our overall platform go to thecontractorsplan.com and click on the Complete Solution tab.

ALL SETUP FEES ARE WAIVED FOR ABC MEMBERS!


The Contractors Plan allows members to manage all of their benefit plans in one place such as:

- Major Medical
- Retirement
- Dental
- Disability
- Vision
- Critical Illness
- HRA
- Limited Medical
- Gap
- Life

abc.org/thecontractorsplan | (800) 328-1519

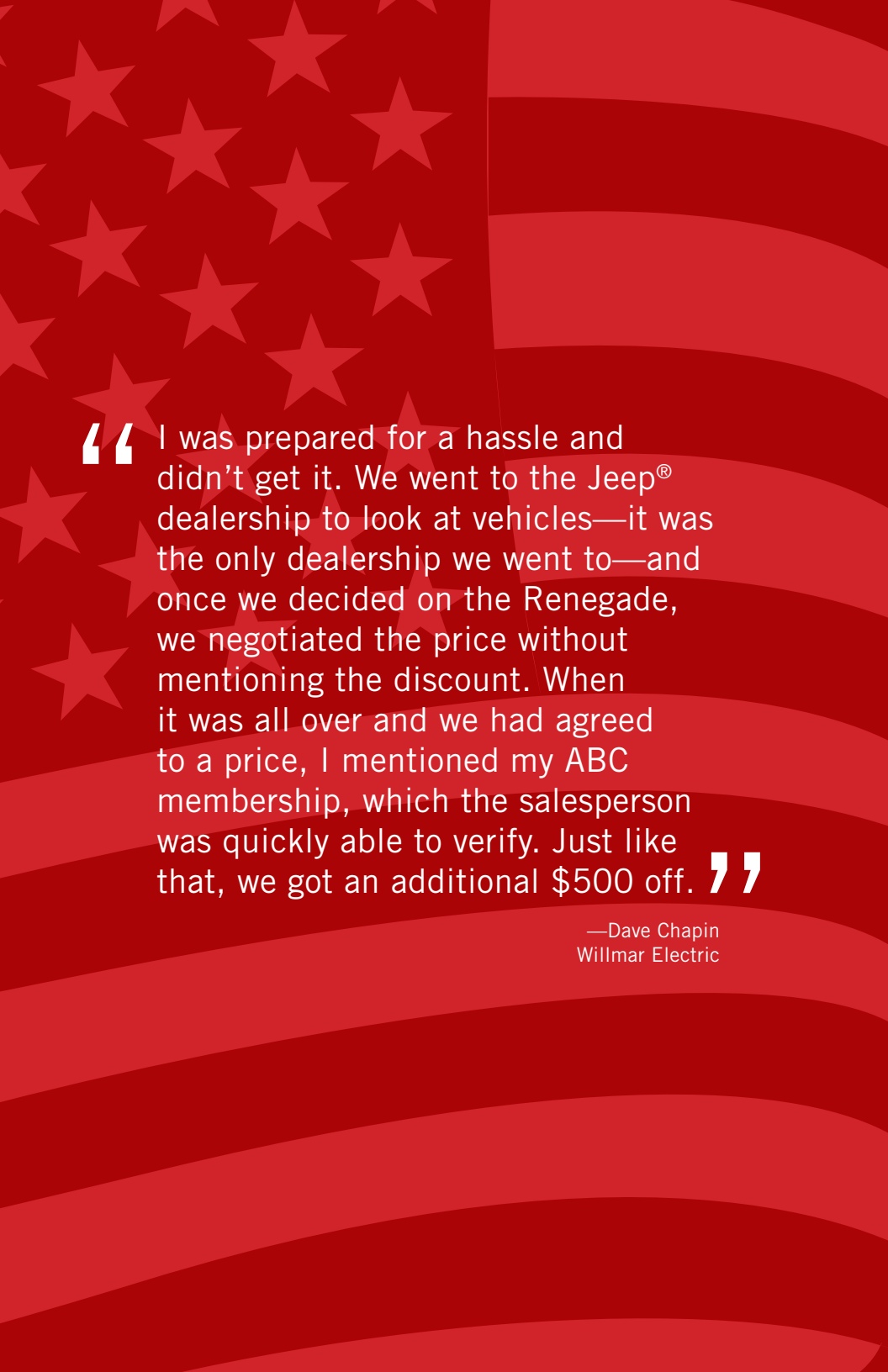
“ I would estimate we are saving easily \$15-20,000 per year in payroll taxes. It's shocking to me when I hear that other contractors aren't using The Contractors Plan. It's such a win-win and those who aren't taking advantage of it are losing out. They are doing their employees a disservice too. ”

—Scott Good
Goodco Mechanical

The background of the entire image is a stylized American flag, rendered in shades of red and white. The stars are arranged in a grid pattern, and the stripes are horizontal and wavy. The text is overlaid on this background.

EMPLOYEE **DISCOUNTS**

abc.org/employeediscounts

A stylized, monochromatic red American flag with stars and stripes. The stars are arranged in a grid pattern on the left side, while the stripes are horizontal and wavy on the right side.

““ I was prepared for a hassle and didn't get it. We went to the Jeep® dealership to look at vehicles—it was the only dealership we went to—and once we decided on the Renegade, we negotiated the price without mentioning the discount. When it was all over and we had agreed to a price, I mentioned my ABC membership, which the salesperson was quickly able to verify. Just like that, we got an additional \$500 off. ””

—Dave Chapin
Willmar Electric

VEHICLES

GENERAL MOTORS FLEET



GM provides ABC member employees with a private offer of \$500 off the purchase or lease of most new GM vehicles used for day-to-day business. This incentive can also be combined with most current consumer GM incentives.

REDEEMING THIS PRIVATE OFFER IS SIMPLE.

1. Contact your local chapter for member directory information
2. Visit your GM dealer and mention incentive code FBP
3. Choose an eligible vehicle to purchase or lease, and present your membership certificate and employment verification to your dealer

See website for eligible models and incentives.

abc.org/gm



ABC employees who use their vehicle for day-to-day business use can combine a \$500 current retail incentive through FCA (formerly known as Chrysler Group) and choose an “On the Job” program allowance to put toward Chrysler, Jeep, Dodge and Ram vehicles. This adds up to a savings of \$1,500 or more! Same-household family members also receive a \$500 cash allowance. Make sure to mention this exclusive ABC offer after you’ve negotiated the best deal with the dealership salesperson.

See website for eligible models and incentives.

abc.org/fca



EMPLOYEE DISCOUNT

Employees of companies that participate in the ABC discount program can save on personal accounts, including Family Share plans.

- Available on one- or two-year terms on eligible calling plans of \$34.99 or higher
- Save up to 18% with a monthly plan discount
- 25% accessory discount (rates subject to change)

Note: Employees of participating companies must allow five business days after company enrollment is approved before signing up for employee discounts.

GET STARTED

Visit abc.org/verizon and click on “Enroll Now” under “Employee Discount.”

abc.org/verizon

AUTO INSURANCE



If you're an employee of an ABC member, you may qualify for an ABC member discount on your personal auto insurance, in addition to GEICO's already low rates. The member discount is available in most states. Already a GEICO customer? Call GEICO and ask a customer service representative if you qualify for an additional discount as a member.

Visit geico.com/disc/abc or call (800) 368-2734 for your free rate quote. Be sure to indicate that you're with Associated Builders and Contractors. Over 1,000 employees have already received their free quote.

GEICO can also help you find great rates on homeowners, renters, condo insurance and more!

abc.org/geico



DON'T PAY RETAIL!

This is your one-stop shop for employee pricing. We leverage the purchasing power of all employees of ABC members to help you save money on all your large purchases, as well as your everyday purchases (food, utilities and more) from thousands of manufacturers, retailers and brands.

EXCLUSIVE DISCOUNTS

- Computers—employee pricing on Lenovo, HP, Dell and Apple products!
- Electronics—best prices at retailers and manufacturers
- Eating in/out—up to 90% off at 18,000 locations
- Personal vacations—corporate rates on air, hotel and car rental
- Tickets—exclusive pricing on movies, performances and entertainment
- 20+ other categories

HOW TO SIGN ON

Visit ABC Marketplace on your computer or mobile device.

1. Visit abc.corporateperks.com
2. Click “Register Now.”

abc.org/marketplace

WYNDHAM

HOTEL GROUP

Employees of ABC members receive up to 20% off the “Best Available Rate” at the Wyndham Hotel Group website for their participating brands. Wyndham has 14 distinct brands with more than 7,600 hotel locations, providing affordable pricing at these well-known names:

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- Wyndham Garden
- Days Inn
- Super 8
- Baymont Inns and Suites
- Microtel Inns and Suites by Wyndham
- Travelodge
- Wyndham Grand Hotels and Resorts
- TRYP by Wyndham
- Ramada Worldwide
- Wingate by Wyndham
- Hawthorn Suites by Wyndham
- Howard Johnson
- Knights Inn

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abc.org/wyndham

AUTOMOTIVE PARTS AND ACCESSORIES



With more than 5,500 stores, AutoZone is the nation's largest automotive parts and accessories provider.

EXCLUSIVE BENEFITS FOR EMPLOYEES OF ABC MEMBER COMPANIES:

Gold-level national account pricing provides employees with substantial savings off of AutoZone's standard retail pricing on:

- Auto parts and accessories
- Tools and equipment
- Fluids and chemicals
- Repair help and more!

HOW TO GET STARTED:

To start taking advantage of these discounts, an AutoZone corporate account needs to be established. Your employer must complete a credit application, select a COD account, and submit it to AutoZone at sc53@autozone.com. Please refer to abc.org/autozone for additional information on establishing a corporate account.

If a corporate COD account has already been established, simply ask your employer for the company PIN (6-digit account number) for that account and start saving today.

abc.org/autozone

APPAREL SAVINGS



Employees can save on personal purchases of boots, hats, gloves or a new jacket. Shop our exclusive Aramark discount store.

- Up to 20% off work wear and accessories
- \$5 shipping

abc.org/aramark

Office DEPOT. OfficeMax®

Save up to 80% off thousands of products from copy paper and printer ink to cleaning supplies, coffee, furniture and more!

Office Depot is the single source for everything you need to be more productive, including office and school supplies, facility products and the latest technology. We even offer safety vests, hard hats, gloves and ear protection.

Enjoy all of the following exclusive benefits:

- Up to 80% off preferred products on the “Best Value List”
- 93,000 additional products discounted 5% to 15% below retail
- Exclusive monthly specials
- Free next-day delivery on online orders of \$50 or more

With an easy-to-use website and more than 2,000 retail locations, you can access these great savings online and in stores.

abc.org/officedepot



abc.org/discounts



440 First St., NW, Suite 200
Washington, DC 20001
abc.org

abc.org/discounts