

ABC
MEMBERS
SAVE
MONEY




BUSINESS DISCOUNTS

- 3 **Automotive/Commercial Vehicles**
 - General Motors (GM)
 - Nissan
- 4 **Wireless Service and Accessories**
 - Verizon
- 4 **Shipping Services**
 - FedEx Advantage Program
- 5 **Uniform and Apparel Services**
 - Aramark
- 5 **Accounting Services**
 - Foundation Software
- 6 **Fleet Management**
 - Enterprise Fleet Management
- 6 **Payroll Services**
 - Payroll4Construction
- 7 **Materials, Tools and Supplies**
 - Lowe's ProServices
- 7 **Hotels**
 - Hotel Engine
- 7 **Corporate Housing**
 - Travelers Haven
- 8 **Total Benefits Solutions**
 - The Contractors Plan
- 9 **Corporate Purchasing Card**
 - WEX
- 9 **Contract Documents**
 - ConsensusDocs
- 10 **Office Supplies**
 - Office Depot
- 10 **Automotive Parts and Accessories**
 - AutoZone
- 11 **Fuel Programs**
 - ExxonMobil
 - Shell
- 11 **Professional Development**
 - FranklinCovey

EMPLOYEE DISCOUNTS

- 15 **Vehicles**
 - General Motors (GM)
 - Nissan
- 16 **Wireless Service and Accessories**
 - Verizon
- 16 **Hotels**
 - Hotel Engine
- 17 **Auto Insurance**
 - GEICO
- 17 **Employee Savings**
 - ABC Marketplace
- 18 **Apparel Savings**
 - Aramark
- 18 **Office Supplies**
 - Office Depot
- 19 **Automotive Parts and Accessories**
 - AutoZone
- 19 **Corporate Housing**
 - Travelers Haven



BUSINESS DISCOUNTS

abc.org/discounts

“

I buy a new GM car every three years, and because my company is an ABC member I get a \$500 discount after the deal is done — that's real money!

”

—Steve Klessig
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 for both fleet and retail programs.

abc.org/gm



The ABC program offers significant incentives to ABC members on Nissan trucks, vans and cars.

To get started, visit your local Nissan dealer and tell them you're with "Associated Builders and Contractors" and you're entitled to "Franchisee Level Incentives".

abc.org/nissan



The Nissan program has been great. I have nearly paid my ABC dues with the discounts I received from Nissan. Our chapter has even recruited a new member just based on this program. Bottom line – it is easy to use and it really saves money.



—Jennifer Jezek,
York Electronic Systems Inc.



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. Unlimited plans are not eligible.

- 22% monthly discount on calling plans
- Up to 35% accessory discount

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

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

UNIFORM AND APPAREL SERVICES



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 \$5.99 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 rags, floor mats and office rugs and receive the same discount on those items.



—Brian Wieser
Wieser Brothers General Contractors

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



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%

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

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 workers' 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

MATERIALS, TOOLS AND SUPPLIES



The Lowe's Accounts Receivable card helps you manage your business and save money. LAR cardholders enjoy 5% off every day purchases and ABC members receive an additional 2% back as a credit on monthly statements. More cardholder features include:

- Online account management
- Itemized billing statements
- Account customization
- Spending tracking
- Purchasing power
- No annual fee

abc.org/lowes

HOTELS



As an ABC member or employee, you're invited to join Hotel Engine. The private hotel booking platform saves users an average of 26% off public rates at 150,000+ hotels worldwide, from all-inclusive resorts to budget-friendly inns. Your free membership include:

- Deeply discounted rates in 185+ countries
- 24/7, U.S.-based customer support
- Access to HE Rewards, so you can earn and redeem points at any hotel brand

abc.org/hotelengine

CORPORATE HOUSING



With Travelers Haven, members can outsource every step of the short-term housing process for out-of-town projects. The Denver-based, full-service housing firm saves companies an average of 38% off short-term rentals in rural and urban areas across the country. Minimize your bottom line with one of the largest and fastest growing housing companies in the U.S. Employees can create their own personal accounts as well.

abc.org/travelershaven



The Contractors Plan helps contractors compete for, win, and stay compliant on prevailing wage jobs by offering bona-fide fringe benefits. With over 30 years of expertise in meeting the stringent requirements of local, state and federal prevailing wage laws, including the Davis-Bacon Act, we are dedicated to helping ABC contractors compete by providing comprehensive health and retirement benefit solutions.

Our advanced proprietary technology is flexible and easy-to-use reducing the challenges of offering benefits to a geographically dispersed variable hour skilled labor force. Employee engagement and enrollment are simplified through a single-source integrated benefits portal for viewing fringe contributions and allocations to individual benefits, including retirement, medical, HRA, dental and other employee benefits.

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

CORPORATE PURCHASING CARD



WEX is a global financial tech leader in corporate payment solutions. Corporate purchasing cards streamline the accounts payable process.

ABC Member Benefits and Discounts:

- New ABC One Card, allows you to combine purchasing, corporate and fleet into one program
- Eliminate checks and improve Accounts Payable (AP) efficiencies
- Track your payments, making budgeting and expense reporting easier
- Earn rebates, paid monthly
- No annual card fees and higher rebates for members

abc.org/wex

CONTRACT DOCUMENTS



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

OFFICE SUPPLIES



ABC members save up to 75% on office supplies through the Office Depot partner program. Helping you save while working better in your office, home, school or car.

3 WAYS ABC MEMBERS BENEFIT:

- Free shipping: on orders over \$50 (and under 50 pounds)
- Exclusive savings: up to 75% off the regular price on our best value list of preferred products
- Convenient shopping: online and in-store shopping options

EASY TO ORDER, EASY TO SAVE!

- Setup a discount account
- Shop online
- Shop in the store

abc.org/officedepot

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

FUEL PROGRAMS



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


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) 677-5207 for a personalized company assessment.

abc.org/franklincovey

The background of the entire image is a stylized, monochromatic red American flag. The top-left portion features a field of white stars, while the rest of the image is composed of horizontal white stripes. The text is overlaid on this background.

EMPLOYEE **DISCOUNTS**

abc.org/employeediscounts

“ We love all the discounts that ABC has to offer for our employees and promote the membership/discounts available through multiple avenues, including a highlight on our new employee welcome email, dedicated email blasts, dedicated page on our website, break room posters, and social media posts. ”

—The Systems Group

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 verification 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 members can now make a separate incentive program (VPP) available to their employees when they buy a new Nissan truck, van or car. The ABC program offers significant incentives in the form of pre-negotiated pricing on current models for employees of ABC members.

Spouses can take advantage of the VPP program as well and have a vehicle titled in their name. There is an annual limit of two vehicles per family.

Visit abc.org/nissan and follow the link under “Employee Discounts” for detailed instructions on how to qualify.

abc.org/nissan



EMPLOYEE DISCOUNT

Employees of companies that participate in the ABC discount program can save on personal accounts.

- Available on one- or two-year terms on eligible calling plans of \$34.99 or higher
- Save up to 17% 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

HOTELS



HOTEL ENGINE.

As an employee of an ABC member, you're invited to join Hotel Engine. The private hotel booking platform saves users an average of 26% off public rates at 150,000+ hotels worldwide, from all-inclusive resorts to budget-friendly inns. Your free membership include:

- Deeply discounted rates in 185+ countries
- 24/7, U.S.-based customer support
- Access to HE Rewards, so you can earn and redeem points at any hotel brand

abc.org/hotelengine

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 7,000 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

EMPLOYEE SAVINGS



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. Over 8,000 employees have already signed up.

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."
3. Enter company code **A3cPe4k\$**
4. Start saving!

abc.org/marketplace

APPAREL SAVINGS



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

- Up to 50% off work wear and accessories
- \$5.99 shipping

abc.org/aramark

OFFICE SUPPLIES



Employees of ABC members save up to 75% on office supplies through the Office Depot partner program. Helping you save while working better in your office, home, school or car.

3 WAYS ABC MEMBERS BENEFIT:

- Free shipping: on orders over \$50 (and under 50 pounds)
- Exclusive savings: up to 75% off the regular price on our best value list of preferred products
- Convenient shopping: online and in-store shopping options

EASY TO ORDER, EASY TO SAVE!

- Setup a discount account
- Shop online
- Shop in the store

abc.org/officedepot

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

CORPORATE HOUSING



With Travelers Haven, members can outsource every step of the short-term housing process for out-of-town projects. The Denver-based, full-service housing firm saves companies an average of 38% off short-term rentals in rural and urban areas across the country. Minimize your bottom line with one of the largest and fastest growing housing companies in the U.S. Employees can create their own personal accounts as well.

abc.org/travelershaven



abc.org/discounts



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

abc.org/discounts

REV DEC2019