



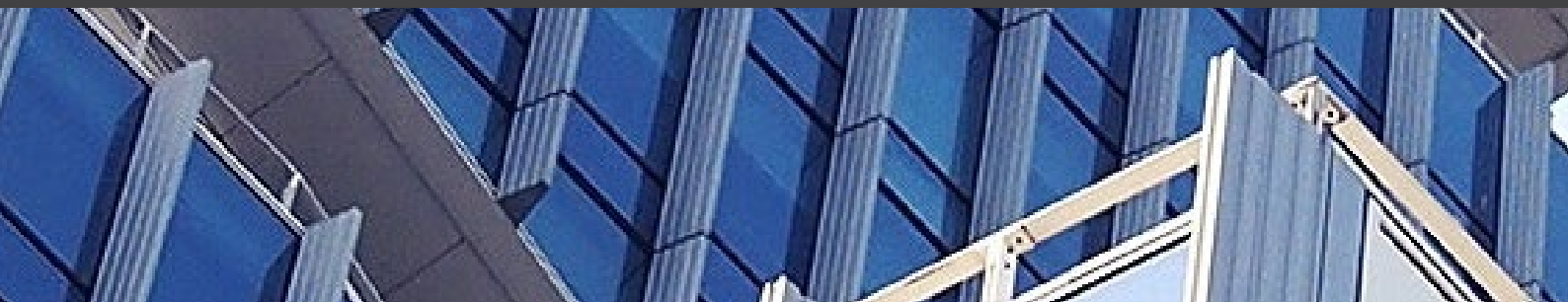
2019-2020

ASAdvantage Program

AMERICAN SUBCONTRACTORS ASSOCIATION

**AN AFFINITY PROGRAM OF SIGNIFICANT SAVINGS &
BENEFITS FOR ASA MEMBERS**

WWW.ASAONLINE.COM



ASADVANTAGE PARTICIPATING PROVIDERS

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Life Leadership: Launching a Leadership Revolution



Website www.asaleadershipprogram.com

Based on the New York Times bestselling book *Launching a Leadership Revolution*, the LLR Corporate education program is designed not to train employees but to develop leaders. Leadership development is arguably the single most important investment any company can make. The leader creates the culture; the culture delivers the results.

Now in just six short months, you can transform your workforce into an army of engaged, contributing, go-to leaders pursuing a culture of excellence and naturally and systemically ensure the culture for all personnel, including new hires. Each monthly package featuring one book and four audios is conveniently shipped directly to your office or to each participant's home for only \$50 per employee per month. Specially created optional tests are also available at no additional charge, so you can monitor progress while encouraging participation and group discussion. Show your employees that you truly and deeply care for them and design a better, brighter future for your business. [Enroll](#) today and start generating high morale, tremendous loyalty, and increased productivity!

Sesco Management Consultants



Phone (423) 764-4127

Website www.sescomgt.com

ASA members receive complimentary human resources services provided by SESCO Management Consultants, including:

- **Free Telephone/Email Consultation** - The SESCO staff is available to answer your questions at no charge, Whether you have a federal or state employment compliance question such as wage and hour, FMLA, COBRA, INS, or Equal Employment.
- **Free Handbook Review** - The SESCO staff will review and analyze your current employee handbook or policies to ensure compliance with federal and state employment regulations, as well as to ensure the employee handbook is effective.
- **Discounted Management/Employee Satisfaction Survey Program** - Employee morale is at the core of whether a company is profitable and successful. SESCO offers ASA members a discounted employee satisfaction survey program to help ASA-member companies identify employee relations issues that may be impeding optimum productivity and quality customer services. For each ASA member that joins the Management/Employee Satisfaction Survey Program, SESCO will customize a survey that will be sent to the subcontractor's employees. The survey can be performed on- or off-site, by mail or online. SESCO receives the confidential survey responses, then supports each company in reviewing, understanding and addressing survey results. The analysis will also include exclusive benchmarking to an ASA-member database. ASA members interested in participating in the program may contact a SESCO consultant directly at (423) 764-4127 or sesco@sescomgt.com and identify themselves as ASA members.
- **The SESCO Report** - SESCO's monthly newsletter is available to ASA members.

Contact a SESCO consultant at (423) 764-4127 or sesco@sescomgt.com.

Tradesmen International



Contact Margaret Koehler
Phone (440) 996-3123
Website www.tradesmeninternational.com
Email Margaret.Koehler@tradesmeninternational.com

Tradesmen International helps ASA contractor members meet skilled workforce requirements, increase workforce productivity and reduce labor-related costs through custom staffing solutions. The company has met the skilled labor requirements of commercial, residential and industrial contractors for 25 years. During that time, Tradesmen has remained focused purely on the skilled trades. This ongoing emphasis, coupled with continual advances in their employee recruitment, development and retention efforts, has resulted in one of the construction industry's leading craft workforces which now exceeds 10,000 employees who emphasize Safety, Productivity and Craftsmanship.

Tradesmen's National Recruiting Center—comprising experienced recruitment and employee relations professionals—has fortified the company's vast field recruiting operations, supporting the ongoing effort to combat industry-wide skilled workforce shortages. Together, the center and local office recruiters have grown Tradesmen's job-ready skilled trade database, covering all trades at all skill levels, into the hundreds of thousands. This depth of resources enables the company to better meet client workforce demand, on a precisely as needed basis, with fully vetted trade professionals who meet specific skill-sets.

The company's exceptional craft fill-rate percentage on client orders is attributed to the fact that each service representative is thoroughly trained in "Construction Labor Management," a proprietary curriculum centered on workforce productivity augmentation. Ultimately, reps engage actively in client labor planning sessions, working with client office and site management to better understand their short-and long-term skilled labor requirements. This close partnership enables Tradesmen to better meet an ever-fluctuating labor need by accurately reserving, in advance, trade professionals who meet project specifications. Tradesmen International has more than 170 locations and can effectively serve every city in all 50 states and Canada through its localized craft employees and their substantial travel-dedicated workforce comprised of an elite force of commercial, heavy industrial and marine trade professionals.

[CLICK HERE](#) to see the Tradesmen Difference in Our Short Video

Commerce Bank



“Commerce Bank prepaid cards have become indispensable in streamlining our cash control. Now that we have them we don’t know what we would do without them.”

Tina Newell, Controller, Concrete Coring Company

Contact David Hunter, Account Manager
Phone (800) 892-7100 ext. 23688
Website www.commercebank.com
Email david.hunter@commercebank.com

Prepaid Expense Card by Commerce Bank is proud to be a Silver Sponsor of the ASA. The Prepaid Expense Card is a reloadable, Visa® prepaid card that provides complete spending control and an easier way for employees to access company funds as needed – it’s perfect for per diem, travel expenses and other purchasing needs.

- Eliminates cash per diem, employee reimbursement and out-of-pocket expenses
- Load and unload funds as needed – no Commerce Bank account required
- Control spending and limit risk
- Track spending and balances online

ASA Advantage Membership Benefit:

ASA members receive \$150 off the initial set up fees as well as receiving discounted monthly card fees for just being an ASA member! Please contact David Hunter, Account Manager, for more information and to learn about special discounted ASA pricing.

About Commerce Bank

With \$25.0 billion in assets¹, Commerce Bancshares, Inc. (NASDAQ: CBSH) is a registered bank holding company offering a full line of banking services, including payment solutions, investment management and securities brokerage. Commerce Bank, a subsidiary of Commerce Bancshares, Inc., leverages more than 150 years of proven strength and experience to help individuals and businesses solve financial challenges. In addition to offering payment solutions across the U.S., the company currently operates banking facilities in nine key markets including St. Louis, Kansas City, Springfield, Central Missouri, Central Illinois, Wichita, Tulsa, Oklahoma City and Denver. Commerce Bank also maintains commercial offices in Dallas, Houston, Cincinnati, Nashville, Des Moines, Indianapolis, and Grand Rapids. Commerce delivers high-touch service and sophisticated financial solutions at regional branches, commercial offices, ATMs, online, mobile and through a 24/7 customer service line. Learn more at www.commercebank.com. (As of March 31, 2019)

Office Supplies & Services



Lenovo



Phone (800) 426-7235, Ext. 5050

Website www.lenovo.com/asamembers

Hours Monday-Friday: 9:00 a.m.-9:00 p.m. ET, Saturday: 9:00 a.m.-5:30 p.m. ET

ASA members can save up to 30 percent off the everyday public web price of Lenovo's product line. Take advantage of great deals on everything you need for your office and home, including all laptops, tablets, desktops, all-in-ones, workstations, servers, and accessories. This includes savings on a variety of top products, including the award winning ThinkPad notebooks.

ASA members also receive:

- Free ground shipping on all web orders
- Monthly limited time special offers
- Access to energy-efficient green technologies

For more information and easy ordering, call (800) 426-7235, Ext. 5050, or visit www.lenovo.com/asamembers, and experience the Lenovo difference! Be sure to check the website often—special offers change frequently.

National Purchasing Partners



Contact Miles Schlosser
Email miles.schlosser@mynpp.com
Phone (800)810-3909
Fax (206)341-0838
Website <https://mynpp.com/association/asa>

National Purchasing Partners (NPP) is a proud participant in the ASAdvantage program. ASA members receive discounted rates on essential products and services from suppliers including:

- Verizon Wireless.
- EarthLink.
- Staples.
- EarthCam.
- And much more!

NPP provides fast, friendly and flexible customer service. Membership is free, and there is no obligation to purchase. ASA members are already saving time and money through the NPP program. You, too, can start saving money now! Go to <https://mynpp.com/association/asa> and click "Join Now."

For questions or more information, contact NPP at (800) 810-3909 or customerservice@mynpp.com.

UPS



Phone (800) 636-2377

Website <http://savewithups.com/asamembers/>

Flat Rate Discounts on Shipping

ASA and UPS took the guesswork out, and put the easy in. Members now have access to new and improved flat rate pricing with savings of 45 percent on Domestic Next Day/Deferred, 25 percent on Ground Commercial/Residential and up to 50 percent on additional services. In addition, members can take advantage of UPS Smart Pickup® service for free.

Open a new account, or if you are already taking advantage of our UPS savings program, re-enroll and apply the new discounts to your existing account by visiting: www.savewithups.com/asamembers or call 1-800-MEMBERS (1-800-636-2377), Monday through Friday 8:00 a.m. to 5:00 p.m. Eastern time.

*Visit www.savewithups.com/asamembers for specific services and discounts. Receive enhanced protection.

Minimize financial setbacks with insurance through UPS Capital Insurance Agency, Inc., by protecting your shipments. Members can save up to 17 percent over their current declared value and there is no fee to sign up, simply enter the value of your goods in the declared value field of the shipping system.

Visit www.1800member.com/ups-capital-group-1-2 for additional information. Print and produce a wide variety of marketing materials online.

The UPS Store® provides members with quick, affordable and effortless digital printing solutions with easy online ordering and expert customer service.

First time users, visit: meridianone.upsstoreprint.com/offer/asa

Returning users, visit: meridianone.upsstoreprint.com

BF Goodrich



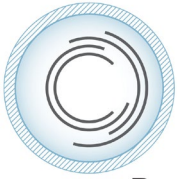
Phone (866) 458-6270
Contact Thomas Smith
Email thomas-d.smith@michelin.com
Website www.bfgoodrichtires.com/asa

Us The BFGoodrich All-Terrain T/A KO2 is our toughest all-terrain tire ever. BFGoodrich knows your work doesn't wait. That's why we're offering more for your business than any other tire brand with our Tradesmen Support Program, supporting trade organizations including the ASA. In March we will begin offering ASA members a \$100 discount on a set of four All-Terrain T/A KO2 tires – perfect for trucks, SUVs and Jeeps on any jobsite – as well as a 30-day satisfaction guarantee, roadside assistance for two years and a chance to win a VIP SCORE Baja 1000 experience in Mexico with BFGoodrich.

Project Management & Documentation



Consensus Docs



ConsensusDocs®
BUILDING A BETTER WAY

Phone (866)925-DOCS (3627)

Website www.consensusdocs.org

Use promotional code **ASA100** for your member discount

The ASA-endorsed ConsensusDocs family of documents includes contract documents for different project delivery methods, as well as supplemental documents/forms to help subcontractors define and manage the risks and responsibilities of electronic communications, financial disclosure, surety bonding and more. ConsensusDocs users have 24/7 access to contracts from anywhere via a secure, cloud-based system. The system allows users to electronically review and propose changes to ConsensusDocs documents and makes it easy for users to electronically collaborate on document changes with other people in their company and electronically negotiate contract changes with clients. These document subscription packages are available:

- **Full Package** - Unlimited use of all 100+ documents for one full year: \$879 (ASA member)/\$1,099 (nonmember).
- **Subcontracting Package** - Unlimited use of subcontracting and select other documents (same as previous subcontracting package) for one full year: \$539 (ASA member)/\$679 (nonmember).
- **Express Package Unlimited** - Unlimited use of select short form and administrative documents for one full year: \$399 (ASA member)/\$499 (nonmember).
- **Express Package Per Document** - Access to select short forms and administrative documents for one full year, plus a per document usage fee: \$319 (ASA member)/\$399 (nonmember).
- **Prequalification & Bond Forms Package** - ConsensusDocs Prequalification & Bond Forms Package. Unlimited use of Prequalification & Bond Forms for one year—FREE: \$0 (ASA member)/\$0 (nonmember).

2019-2020

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**American
Subcontractors
Association, INC.**

www.asaonline.com

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