

Q. What is BPI?

A. BPI stands for Business Practice Information. It is a service provided for members of ASACP, in two formats.

Format A: Monthly discussion at meetings.

Format B: Phone/Email referral service every working day, all year.

Q. What happens at the monthly BPI discussion meeting?

A. There is a moderator and ASACP General Counsel at each meeting. The moderator serves as a facilitator for discussion and the attorney monitors to be certain that only first-person experience is discussed. You, the member, may send in, before the meeting, names you wish information about, and/or come prepared to give as well as receive current information referencing general contractors, construction managers, and builders.

The moderator begins the discussion by stating that members have requested information on the following jobs/contractors. You are asked to respond with first person, first-hand, true experience. When the jobs/contractors you are interested in come up for discussion, the others are asked for the same input. Remember – these discussions are limited by law to only first person, true knowledge, admissible in a court of law. Hearsay and/or defamatory remarks are not allowed or indicated in any manner. These procedures are your safeguard, as well as that of the organization.

If the inquiry is for a contractor from outside the Chapter area, we will contact the ASA Chapter in that geographical territory to gather information from their database.

Q. What is the purpose of BPI?

A. A good subcontractor is an informed businessperson. We endeavor to provide attendees with knowledge of contractors with whom a member company may intend to do business. The information may help you make an informed but independent business decision. **IT IS NOT** a credit reporting service.

Q. How does the Phone/Email Referral System work?

A. You may call or email the office at any time. We will put you in touch with another member who has first-hand knowledge and is willing to share it. You go on to make an informal business decision on your own. If the information is not in our database, we will attempt to find a member who can help you. If the information required is from outside the Chapter area, we will contact other ASA Chapter offices and obtain information from their database.

Q. Where do you get the information for the database?

- A. 1. Member questionnaires/inquiries
- 2. Monthly BPI Discussions.
- 3. ASA affiliated Chapter offices.

Q. Is there a cost for this service?

A. There is no extra charge for this membership service. It is included in your annual membership dues. However, the discussion meetings are held as part of our regular monthly membership meetings so there is a nominal charge to cover the cost of the meal.

Q. What about confidentiality?

A. You are enjoined from giving opinions or hearsay information at the meetings, or as a result of information you receive at the meetings. The information is for **YOUR** business use only! Any information you offer at the meeting or in response to a request from an ASACP staff member is also considered confidential.

Note: ASACP does not make any judgments or evaluations. ASACP assists its qualified members in finding companies who have experience with the contractor or builder in question. ASACP is not responsible for information, nor does ASACP make any representations or warranties concerning the accuracy of the information that you might receive from the independent companies to whom you are referred.

Q. What happens at BPI meetings to help me run my business?

A. Free legal advice provided by the ASACP General Counsel is available during the “Ask the Attorney” segment of BPI, as well as safety updates presented by the ASACP Safety Consultant. Informal informational discussions with or without speakers, are provided on: ASACP programs and events, National programs and events, member services, tax and accounting information, etc.

Q. How long are the meetings, and when are they held? How am I notified?

A. Meetings/and or other events are held monthly from September through May and typically last about 2-3 hours.

Meetings are announced in the ASACP e-newsletter, **The Blueprint**, and through email broadcast.

It's Easy to Get Smart

First: Attend each monthly membership meeting and participate in the BPI session. Ask about the company in question. If you do not get the information you need at the meeting, an email will be distributed to the chapter members afterward.

Second: Call (717) 232-2222. Tell the ASACP staff person you need BPI information. (First you must identify yourself as an ASACP member in good standing and provide your ASACP member number.) Your membership will be verified and if the information requested is available (our database is increasing daily), you will receive:

- a) Names of ASACP subcontractors who have had previous experience with the company;
- b) Any information on other ASA members from affiliated chapters who have had previous experience with the company.

When you call, please have the following information at hand:

- The name of the ASACP representative from your company & your firm's member number;
- The exact name of the general, construction manager, or builder you are researching (including any local branch offices);
- The location and type of project you are about to bid.

STOP "BIDDING IN THE DARK!"

You estimate factors for labor, material, weather, and working conditions when you bid.

But what about the PLAYERS and PAYERS?

KNOWING WHO THE PLAYERS ARE AND HOW THEY PAY WILL AFFECT YOUR COST AND IMPROVE YOUR PROFITABILITY!



P.O. Box 60902

Harrisburg, PA 17106

Phone: 717-232-2222

Email: contactus@asacentralpa.com

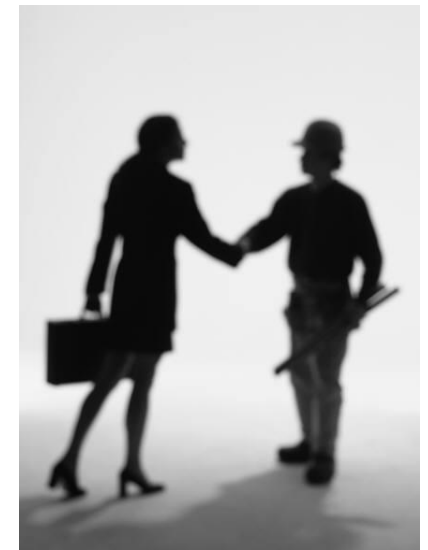
Web: www.asacentralpa.com



An Affiliated Chapter of the American Subcontractors Association, Inc.



Business Practice Interchange (BPI)



The FREE Membership Benefit You Cannot Afford to Ignore