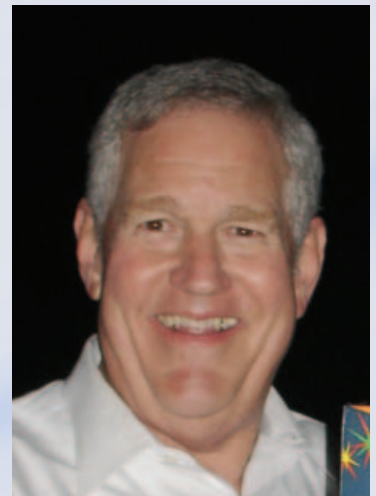


2015 Annual Meeting
January 20-22,
We-Ko-Pa Resort & Conference Center
formerly the Radisson Fort McDowell Resort
Scottsdale, AZ

Remembering John Kelly

ARTICLE ON PAGE 4



**Flexible
Employee
Benefits**

**Have you ever
wondered
how much?**

**Be a better
LEADER**

**Reward
Customer
Loyalty**

**Is 3D Printing
construction's
next big thing?**



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BXNews is published by the Builders Exchange Network as a service to members.

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Submissions, articles and other information for content is compiled from members of the organization.

Suggestions or submissions can be sent to:
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855-719-0733

President's Column

It's hard to believe that fall is in the air. It seems like we were just in Nashville last week.

Well, anyway, we all will be watching the leaves fall and footballs fly as October passes. Hope your team is successful. Be reminded that little children will be knocking on your door this month, and they aren't looking for any tricks, so stock up early and try not to eat all the treats before they arrive.

Your BXNet Board meets by teleconference every other month. We have a strong and vibrant association and we need your help to keep it this way. As much as we board members enjoy each other's company every month,

- **We need YOU to attend our annual meeting**
- **We want to know what is on your mind, your concerns.**
- **We want to know what we as a board are doing right for you, your association; not just what you perceive as wrong.**



The planning for the Annual Meeting in January is in full swing now and the agenda is almost complete. **THANKS TO ALL** who have made suggestions and provided input to complete this work.

Go to our/your website <http://bx-net.org/> for helpful information and links to helpful sites. Names and phone numbers whom you can contact if you need assistance can be found in the Membership Directory. Log into The Vault for latest information from meetings and issues of BXNews.

Please do not hesitate to contact **Kristin Loney (855) 719-0733** if you have any questions about our organization, or have any ideas for the BXNews newsletter. You can also email us at info@bx-net.org.



Please come to 2015 Annual Meeting on January 20th through January 22nd, 2015 at the We-Ko-Pa Resort in Scottsdale, AZ. It's the Annual Meeting is the premier gathering for the builders exchange/plan room industry, offering valuable and unique educational sessions, networking opportunities, and entertaining events.

Happy fall and let us know if we can do anything to help your Builders Exchange. Remember, there is no I in **TEAM**, because **T**ogether **E**veryone **A**ccomplishes **M**ore!

Phil Davenport
BXNet President
Email: phil@bceva.com



Phil Davenport

Location, Location, Location

A Report from the Executive Office

As you read this, plans for the 2015 Annual Meeting taking place January 20-22 are well underway. Our location will be the picturesque We-Ko-Pa Resort & Conference Center. On September 30, 2014 the Fort McDowell Yavapai Nation announced its re-launch of the Radisson Fort McDowell as the new We-Ko-Pa Resort & Conference Center.

Incorporating the We-Ko-Pa name, meaning "Four Peaks" in Yavapai, not only complements the spectacular mountain scenery and free-flowing Verde River surrounding the resort, it strengthens its synergistic relationship with the nearby award-winning We-Ko-Pa Golf Club. It also pays tribute to the Tribe's rich and diverse Yavapai heritage, while enabling the Fort McDowell Nation to manage one of its most prestigious enterprises and provide employment opportunities to Tribal members and those living in neighboring areas.

Located on 25,000 acres of private land and approximately two miles from the We-Ko-Pa Resort & Conference Center, Fort McDowell Adventures is the perfect location for a fun Arizona adventure. Fort McDowell adventures offers a wide variety of activities including horseback riding through the Verde River, city slicker cattle drives, hiking, kayaking, trail rides, "Pink" jeep tours, Yavapai Nation Cultural Heritage tours, and much more. We will be holding our group outing of a Cowboy Cookout at Fort McDowell Adventures.

For those of you who are not familiar with Scottsdale, let me share with you a little information. Scottsdale is located in the beautiful Sonoran Desert and is bordered by Phoenix to the west and the McDowell Mountains to the east. Scottsdale is annually rated among the nation's most desirable communities to live in, visit and do business in. Scottsdale's vibrant downtown is considered the finest urban center in Arizona. It is home to more than 90 restaurants, 320 retail shops and more than 80 art galleries. Scottsdale's McDowell Sonoran Preserve, in the city's northern reaches, is the largest urban wilderness area in the United States and features more than 60 miles of trails through diverse and scenic desert terrain. Check out www.visitdowntownscottsdale.com for more information.

Hope you can join us for the 2015 Annual Meeting!



SCOTTSDALE

County: Maricopa

Incorporated: 1951

Slogan: "The West's Most Western Town"

Official Food: Chili, by 1994 Mayoral proclamation

Population: 217,965

(sixth largest city in Arizona)

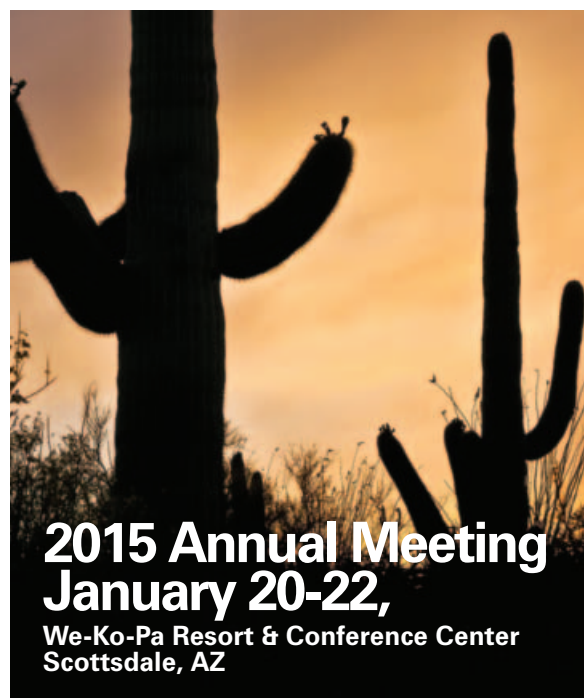
Size: 184.2 square miles,

stretching 31 miles from north to south.

Elevation: from 1,277 feet to 4,789 feet
above sea level

Average sunny days: 314

Average rainfall: 7.66 inches



Remembering John Kelly

by Brenda Romano

The internal landscape of most human beings is a battlefield of contradiction. In that secret space, we wrestle with our petty, selfish side and try desperately to hide the battle scars from others. We usually fool ourselves into believing we have succeeded while those around us see the chinks in our armor all too clearly.

Every once in awhile, someone comes along who reminds us that we can beat back the darker forces of our nature and rise to become someone better than we know ourselves to be. John Kelly was, without a doubt, such a "someone."

It is virtually impossible to capture the essence of a person in a few meager words on paper. Doing it for a legendary figure is beyond impossible and, make no mistake, John Kelly is a legendary figure. When John passed away on March 21, 2014, it sent shock waves through the Builders Exchange community. It was inconceivable to most of us that such a vibrant and beloved personality could simply be gone. The phone lines lit up all across the U.S. and Canada as his Exchange family grappled with the news. We had lost iconic figures before and grieved those losses, but somehow losing John was different. John was special. Unique. Irreplaceable. Legendary.

All legends are born from facts, and the facts of John's life speak of honorable things like family, faith, commitment, loyalty and service.

The facts are that John David Kelly was born in Louisville, Kentucky, on September 3, 1946. He earned a bachelor's degree from the University of Louisville, where he was recognized as the Outstanding Senior in Management and received a Fellowship to continue his education, obtaining a master's degree in business administration in 1971. In the fall of that year, "Mr. Kelly" joined the staff of the Builders Exchange of Kentucky while teaching business classes at U. of L. in the evenings.

He married Charlene Bezdek on August 23, 1969. Together they raised two children, daughter Kristen, born on June 30, 1973, and son Matthew, who arrived on April 9, 1976. The family was a member of St. Michael's Catholic Church, where John served on the Parish Council and the Finance Committee.

John was active in a wide array of construction-related organizations, including the Construction Specifications Institute, the Painting & Decorating Contractors Association



(where he was Treasurer for 40 years), ACE Mentoring Program, and the International Builders Exchange Executives (now BXNet), where he served two terms as president.

In 2011, John retired from the Builders Exchange of Kentucky after forty years of service, leaving his imprint on every corner of that organization. His rich legacy was honored with a perpetual scholarship to help bright, young minds to make a career out the industry he loved so much.

Those facts are a breathtaking record of a productive life, but they do not do justice to the man who lived it. John's life was much more than a summation of events. John Kelly lived. Truly lived. That's a fact. Somehow he seemed to find enjoyment in every moment and draw everyone into that world with him.

Who can forget John joining in covert ops with the Canadians to set off a fireworks display at the IBEE Convention? How about John in a grass skirt doing a hula poolside in Las Vegas? Do you remember John's fierce campaign to win the Panty Raid competition in Banff? There are countless stories like those and countless people with other vivid memories that make them smile. Every member of the Exchange family can recall a moment of enjoyment in the company of John D. Kelly and each can recite a story about his or her first meeting with him.

It's also a fact that John had lifelong friends and kept them close. He was a charter member of the "South End Yacht Club," a collection of childhood friends, without a single yacht among them, who spent more than 65 years taking houseboat trips together and simply enjoying one another's company. For more than 10 years, every Friday evening was spent dining with yet another group of close friends who called themselves the POETS (Piss on Everything, Tomorrow's Saturday.) Most of us are lucky if we have one or two friends who go back as far as high school.

It's a fact that John loved his family and shared his life fully with them. Less than a year ago, his family learned that John was ill. They believed (as we did) that such an indomitable spirit would certainly overcome the diagnosis. Plans were laid for a family trip to celebrate the victory once it came. When John was snatched away at the very edge of triumph, we shared in their shock. On the drive back from the cemetery, the family made a decision to take the trip that John would have loved. In September, Charlene, Kristen and Matthew traveled to Europe, touring Venice, Lake Garda, and Vicenza, and ending in Paris, France. There each family member donned a T-shirt with an image of John in the aforementioned grass hula skirt, propped "Poster John" on a seat, and together the family enjoyed the spectacle of Jimmy Buffet in concert. It's a fact that John was there in spirit, and it's a fact that the physical container of such joy is gone too soon.

John knew how to have a good time and how to do it without sacrificing his dignity or the dignity of others. He worked hard, played hard, loved deeply and accomplished much. Those are remarkable statements about a life well lived, but they are small facets on the larger gem. At the heart of John Kelly was an honest and humble "Southern Gentleman" who never, ever displayed the nastier parts of human nature that most of us spend a lifetime trying to beat into submission.

We are often tempted to enhance the character of those we lose, but in the case of John Kelly, there is no need to polish the image. It is a fact that he was unfailingly kind, honorable, fair and just plain decent. It is a fact that John had no enemies. It is a fact that he lived and loved fully and without reservation and it's a fact that he brought out the best in others. Individuals like that are rare – incredibly rare – and they show us what this world could be if we fought harder to become better people. That's the stuff of legends.



"A person like John travels through our lives on a very rare occasion and I do not expect to meet another person like John Kelly in my lifetime."

Gregg Mazurek, Executive Director of The Builders Exchange, Inc.

"My children will never forget having dinner with 'Mr. Kelly' at one IBEE meeting. During dinner, John reached into his pocket and drew out a fork. He extend the fork to over three feet in length, then proceeded to reach across the table, spear my son's steak and pull it over to his plate. My son's eyes got as big as saucers then he just cracked up. The whole table cracked up. My kids still laugh about that to this day."

Kevin Koehler, President, Construction Association of Michigan.

"John, like many of us, enjoyed a good glass of wine or two and he was an amazing dinner companion. But at the same time, he was not above heading out with us Canadians to an ocean front beach (in a community that shall remain nameless) and blasting off a huge batch of fireworks and laughing with us ... at least until the cops showed up. John's South diplomacy probably kept us out of jail that night. There is a great picture of John holding those fireworks on that beach and he is laughing like a 10 year old! We are sure going to miss him."

Ron Hambley, Executive Vice President,
Winnipeg Construction Association

"He had a way of making you feel as though you were already a part of the group. I saw him do this with every new person – he was right there to help you feel as though you were the most important person he had ever met."

Rita Heldenbrand, president of the
Spokane Regional Plan Center recalls

"John Kelly was one of the most gracious people that I have ever met. When I first came to IBEE in '94, John was the Chairman of the Orientation Committee. I know his easy manner and personal attention was one of the reasons that I came back to the next meeting, and the next and the one after that."

Michael Tollette, Chief Executive
Officer of Virtual Builders Exchange, LLC.

"John was one of the finest men I have ever had the pleasure of his company. John was the total package. The consummate gentlemen – an all business, top-notch executive, yet fun loving with a superior sense of humor. I personally will hold him forever in my memories with the highest regards."

Del Walker, Executive Director, Pittsburgh Builders Exchange

*"What lies behind us and what lies before us are
tiny matters compared to what lies within us."*

Ralph Waldo Emerson

Flexible Employee Benefits

Home Business Management



By Cody Butler

Employee benefits cover a wide range of offers, from cost-effective insurance policies to special discounts. Both employees and employers have long realized the advantages of offering a range of flexible benefits in addition to their financial compensation, or in exchange for a partial salary sacrifice. Despite that, most of them have not yet been able to take advantage of the full potential offered by these programs.

In many cases, neither party knows exactly how much value can be added to their payment depending on their current situation. The easiest solution to that problem is to seek a professional employee benefit provider with years of experience in the industry for a consultation, but you can find some useful information just by reading this article.

Utilizing the Whole Range of Employee Benefits

The most common criticism of the benefit program is a loss of value when compared to monetary salary. If that's true of your workplace, then it has not been applied correctly. Finding a benefit package that suits the employee and employer equally can be likened to hitting a jackpot, because it will be present for the entire duration of the employment.

The key to finding the right combination of offers concerns products and services which employees already purchase, but would be able to acquire with greater cost efficiency both to themselves and the company. That's why so much time is spent on coming up with flexible benefits that can be further customized by each individual who receives them.

As a result, the employer doesn't have to face the impossible task of appealing to everyone with the same package. Instead, the recipients themselves can assume

partial control over the package selection. To streamline the process and utilize an existing network of employee benefit providers, they usually turn to established companies such as Fair Care.

Maximizing the Value of Benefit Packages

Both employees and employers who have not yet taken full advantage of a flexible benefit package often wonder about its effectiveness and actual usefulness to their professional and personal lives. While the benefits of typical health insurance policies are rarely argued against, less popular but equally valuable employee benefits are often overlooked in favor of traditional salary increases.

This passive course of action may save managers and their subordinates from some minor confusion in the short term, but ultimately prevents both parties from extracting maximum value out of their positions at the company. After all, the process of transferring to a flexible benefit program can take a lot of time without proper guidance, and the number of obstacles increases for small businesses that don't have any room for experiments.

For that very reason, employers and employees opt for professional service providers with established connections to walk them through all the necessary steps as fast as possible and without additional expenses. Usually, these are service providers that specialize in providing a very varied range of offers. By visiting their website, you can learn more about their most popular and cost-effective employee benefits.

Fair Care provides a full range of flexible employee benefits and salary sacrifice propositions using an established network of industry connections. Their website offers an online benefit selection program for new and existing clients.



Along with the convenience of only having one card and supplier, fleet fuel cards implement and develop controls with the fleet fuel industry in mind!

MOMENTUM GROUPS

Improved Level III Data

You can now access data such as: odometer reading, card number, PIN or driver ID number, driver name, number of gallons, etc.

Further Control

Fleet fuel cards now offer limits on: number of transactions, times of day, days of week, transaction's dollar amount, product codes, etc.

Functionality as Expense Management Tool

With a fleet fuel card, the days of paper expense reports for employee reimbursements are gone!

Offered Discounts

Detailed monitoring helps to maintain a fleet's fuel economy by curbing expenditures and reducing time spent with paperwork.

Security

It will be nearly impossible for unauthorized persons to use the cards or for the cards to be used on a non-company vehicle.



TOP 5 REASONS TO HAVE FLEET FUEL CARD:

Momentum Groups wants you to know the advantages of using a fleet fuel card. While the reasons are endless, we have narrowed it into five categories: Improved Level III Data, Further Control, Functionality as an Expense Management Tool, Offered Discounts, and Security. **Improved Level III Data:** You can now access data such as odometer reading, unit number, card number, PIN or driver ID number, driver name, number of gallons, cost per gallon, fuel grade, time of day, and day of week. **Further Control:** Fleet fuel cards now offer limits on number of transactions, times of day, days of week, transaction's

dollar amounts, and product codes. **Expense Management Tool:** With a fleet fuel card, the days of paper expense reports for employee reimbursements are gone! **Offered Discounts:** Using one comprehensive report, fleet managers can track fuel purchase types, times, and amounts. **Security:** Fuel card providers are developing systems for authorization prompts, making it nearly impossible for unauthorized persons to use the card or for the card to be used on a non-company vehicle. These improvements give fleet fuel cards an industry-specific advantage that corporate purchasing cards cannot rival.

Have you ever wondered how much?



Idioms provide a colorful way to get an idea across using figurative language. But have you ever wondered what some phrases would mean if people took them literally? Here's a list that helps put a real price on a few of the most popular metaphors in the English language.

Spilled milk:

If a gallon of milk costs around \$3.60, an 8-ounce glass is worth only about \$0.23—nothing worth crying over.

A dime a dozen:

This phrase originated in the mid-1800s. If we adjust for inflation, something selling for a dime a dozen in 1850 would cost about \$0.28 today.

Silver tongue:

Assuming it belonged to an average adult male, a solid silver tongue would be worth about \$550 (at a price of \$0.60 per gram). That's a lot less than the raise you could get charming your boss with a metaphorical silver tongue.

Costing an arm and a leg:

If you replace the lost limbs with advanced prosthetics, a new arm and leg could cost \$50,000-\$100,000 (not including the cost of physical therapy).



The goose that laid the golden egg:

A domestic goose egg made of solid gold would be worth about \$140,000 (at a price of \$40 per gram). If it produced 15 eggs annually for 10 years, the goose would create around \$21 million in its lifetime.

Heart of gold:

Assuming it belongs to an average adult, a literal heart of gold would be worth \$204,000 (women) or \$260,000 (men).

A penny for your thoughts:

Our brains produce as many as 50,000 thoughts per day according to the National Science Foundation. If you could find a willing buyer, your thinking would be worth \$500 a day.

All the tea in China:

The Food and Agriculture Organization of the United Nations estimates that China grew about 3.7 billion pounds of tea in 2012 alone—the most of any country. Although basic teas trade at about \$1 per pound on commodity markets, there are many rare teas that sell for hundreds more. A rough estimate would put China's total tea value at nearly \$4 billion a year—not including the value of the millions of jobs it creates for the Chinese economy.



Be a better

LEADER

by James Raiswell



As an association manager, you know that your biggest revenue driver is your plan room. It's where members go for up-to-date information on the latest projects out for bid. You also know that there's a great opportunity in looking further up the proverbial stream to provide some insight on what projects are about to come up for bid. That kind of timely information is tremendously valuable to members that want to schedule their workflows more efficiently and target the projects that best suit them.

Yet forecasting is an unforgiving game. Projects come and go. They get delayed, they get restructured, and sometimes your lead sources simply disappear altogether, leaving you with – at best – outdated information. So how can you create impressive lead documents that contain accurate information and which are essential sources of information to your members? We've got some tips.

Network to stay connected

No matter what we all think about our business – it's big, it's innovative, it's transformative – at its core, and it's still a people business. Your reporters need to keep that in mind at all times. Good reporters network. They attend events. They talk to people. They ask questions. And when they're done, they start the whole process again. Reporters who hide behind internet search engines waiting for leads to fall into their laps work with stale-dated information. Those who get out and pound the pavement for information stay on the cutting edge.

Leave no stone unturned

Getting a lead is one thing. Fleshing it out is another. Reporters need to understand the construction hierarchy. In other words, just because one person said a project is on the horizon doesn't make it so. A good reporter uses extensive connections with the right people – architects, engineers and owners – to get a complete picture of the project to come.

Verify information

Once you publish a lead, it's not enough to think the job's done. Projects change at the pre-bid stage more than at any other stage. What starts today as a four-floor renovation can turn into new build next week. Reporters need to speak to their sources regularly to stay on top of changing information.

As an aside to this, reporters should take pride in presenting accurate pre-bid data to members. (Anyone who doesn't shouldn't be in the reporting game.) Remember, reporting may be just a job to some people, but the reports your association generates are essential sources of data for many members.

Outside the box

Although your reporters should always try to collect and refine project leads through their networks, they shouldn't rule out other ways of finding information. Owners sometimes announce construction plans via media releases, newspaper reports, corporate websites and countless other sources. Have your reporters scan the media regularly for potential leads and then use their networks to turn those tidbits into nuggets.

Understand construction

Make sure your reporters know the difference between design-build and design-bid-build and other important industry terms. That might sound obvious, but there's nothing more off-putting to a potential source than someone who needs an education in basic industry terms.

Lead generation isn't always an easy – or particularly forgiving – business. But with a few small improvements to the way in which your reporters collect and explore leads, they can turn good forecast documents into valuable tools for your members. Good luck!

Reward Customer



By Kate Marsden

Looking for a way to make some more profits from your business? Never forget who your best customers are, and you might be surprised how quickly they can impact on your profits.

We all like to think we get something extra for being a loyal customer. We like the feeling that we are that little bit special. And we hate to think that new customers get the same or, even worse, something more than we do. Remember how frustrated you felt when you heard a bank or building society offering a better rate for new customers. Did you think "What about me? What do I get for being loyal and sticking with your business for years?"

Everyone knows the statistics about how much easier and cheaper it is to retain a customer or client than to get a new one. But all too often these are the very people we forget about or take for granted, especially when your business is growing and you are focused on bringing on board all those new customers. If someone has already bought from you, they are far more likely to do so again – so be prepared to offer them something different to make sure they don't try your competition out.

What about some of these ideas to get you thinking? Offer existing customers a discount for additional services they take; give a volume discount for larger purchases; offer an exclusive product, service or event that is only available for current customers; do a charity donation for your top customers chosen cause; give all your customers a free related

book at Christmas or give free trials of your new product to anyone who has been with you for a while.

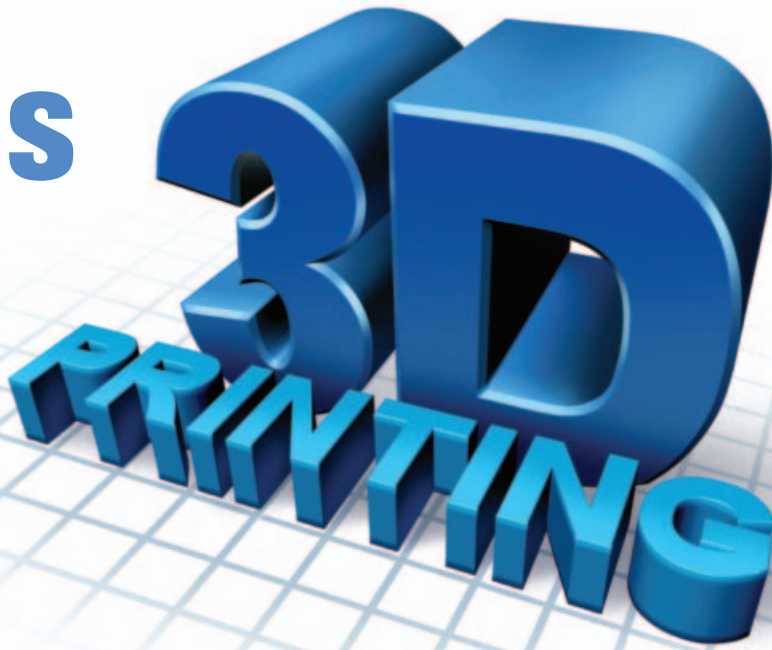
Once you've decided, talk to new customers about what will happen if they stay with you for the long term – don't be embarrassed that you give more to long term customers, be open about it as a positive business approach. And, never, ever wait until your customer leaves or threatens to leave and then offer them the world to stay. Not only will you hack them off massively, but even if you keep them in the short term, you will not have a loyal customer in the long term.

So, learn the lessons from your own experience as a customer, before it's too late. Whatever business you are in there is always something you can do to reward the loyalty of your customers. If you can't think of anything else, try something more personal and just pick up the phone to thank them for their ongoing support and check that they are happy with everything – you might be surprised by what it does for your profits!

So, take action NOW – this week, find a way to reward the top 3 of your customers.

Kate Marsden is the founder of The Profit Mechanic (www.TheProfitMechanic.co.uk) – dedicated to giving Small Business Owners the tools, input and resources they need to succeed in the most important thing in their business – increasing profit. Kate has more than 20 years business experience, including as Director for a number of well known organizations and as owner of her own businesses.

Is



construction's next big thing?

by James Raiswell

By now, you've heard about 3D printing, the technology that enables users to create physical objects from three-dimensional digital models. And you've probably heard about how people all over the world have created all sorts of objects – guns, musical instruments, car parts, even prosthetic limbs for amputees – in relatively short order. So it stands to reason that an industry as geared to assembly as ours would take a keen interest in 3D printing and its potential applications.

In fact, 3D printing is already going gangbusters in construction. Designers and builders are using the technology in countless ways. Here are a few examples.

Print prototypes

In the world of fast-track design-build, construction teams are often called upon to propose creative solutions to emerging problems. 3D printing technology allows builders to design and prototype custom-built parts that can be shown to clients for approval and pre-fabricated ahead of installation to ensure successful integration. It's another way of lifting a solution off the virtual page and bringing it to reality without spending great sums of money to manufacture a custom part that may not meet the client's precise requirements.

Print materials

Manufacturers are increasingly developing their own 3D printing solutions to construction problems. A team at Cornell University, for example, has created a system of interlocking ceramic bricks that don't require mortar and which are built through 3D printers. Their advantage over conventional systems: lower cost, easier and quicker assembly, more flexible design. And that's just the tip of the materials-printing iceberg.

Print buildings?

Given all these applications for, and potential benefits of, 3D printing, it shouldn't come as a surprise to learn that builders are already jockeying with one another to print houses, subdivisions even entire neighborhoods. A Chinese company has already built a series of 10 demonstration houses using quick-drying cement and recycled raw materials at a cost of \$5,000 each. A team in Holland is embarking on a similar, albeit smaller-scale mission. Closer to home, builders in New York and Minnesota are following their dreams to create a 2,400-square foot home and a castle, respectively.

Finally, when you consider that the European Space Agency and NASA are separately engaging with private sector companies to explore the possibility of building lunar bases using 3D printing technology, you can see how not even the sky is the limit for the potential of 3D printing in construction.



Print scale models

For generations, the design community has relied on cork, balsa wood and toothpicks to create models of their designs for presentation to clients. A 3D printer can turn that painstaking process into a simple one while adding some much-needed robustness to the models themselves and, critically, being far more adaptable to change.

The advantage to printing 3D models doesn't rest only with the designer. Construction teams can create real-life scale models of sections of buildings in order to demonstrate interferences, for example, or to propose ways of solving complex assembly problems. In this way, 3D printing becomes a tool for collaboration.



THE SHIPPING COMPANY THAT WORKS FOR YOU.®



BXNET members that wish to participate in this affinity program are entitled to obtain discounted shipping services through UPS and an annual 1% rebate, based on total shipping volume, to increase non-dues revenue stream. Members of BXNET receive 36% off all air shipments and 8% on ground.

Convenience and Time-savings:

- Single point of contact for all your shipping needs, a single website for all shipment tracking, a single invoice for all shipping costs.
- Get freight quotes, book shipments, create waybills, order supplies, track shipments from multiple carriers, view, edit and void shipments from your desktop.
- Store shipping preferences & 90 days of history.
- Print reports, download data, and select billing options that suit your needs.

Individual Solutions Save U Money: Unishippers consultants will assess specific needs for free and create a complete, individualized solution by analyzing your recent shipping trends.

To participate, you must be an active member of the BXNET and have an account set up with Unishippers/UPS. To set up an account, go to: http://www.unishippers.com/shipping-services/IBEE_Form.htm.

BXNET RS Means Affinity Program

We would like to remind our members of our affinity program with RS Means and how the program can benefit your exchange. The following list gives a general breakdown of the terms of the agreement as well as the ordering and shipping process.

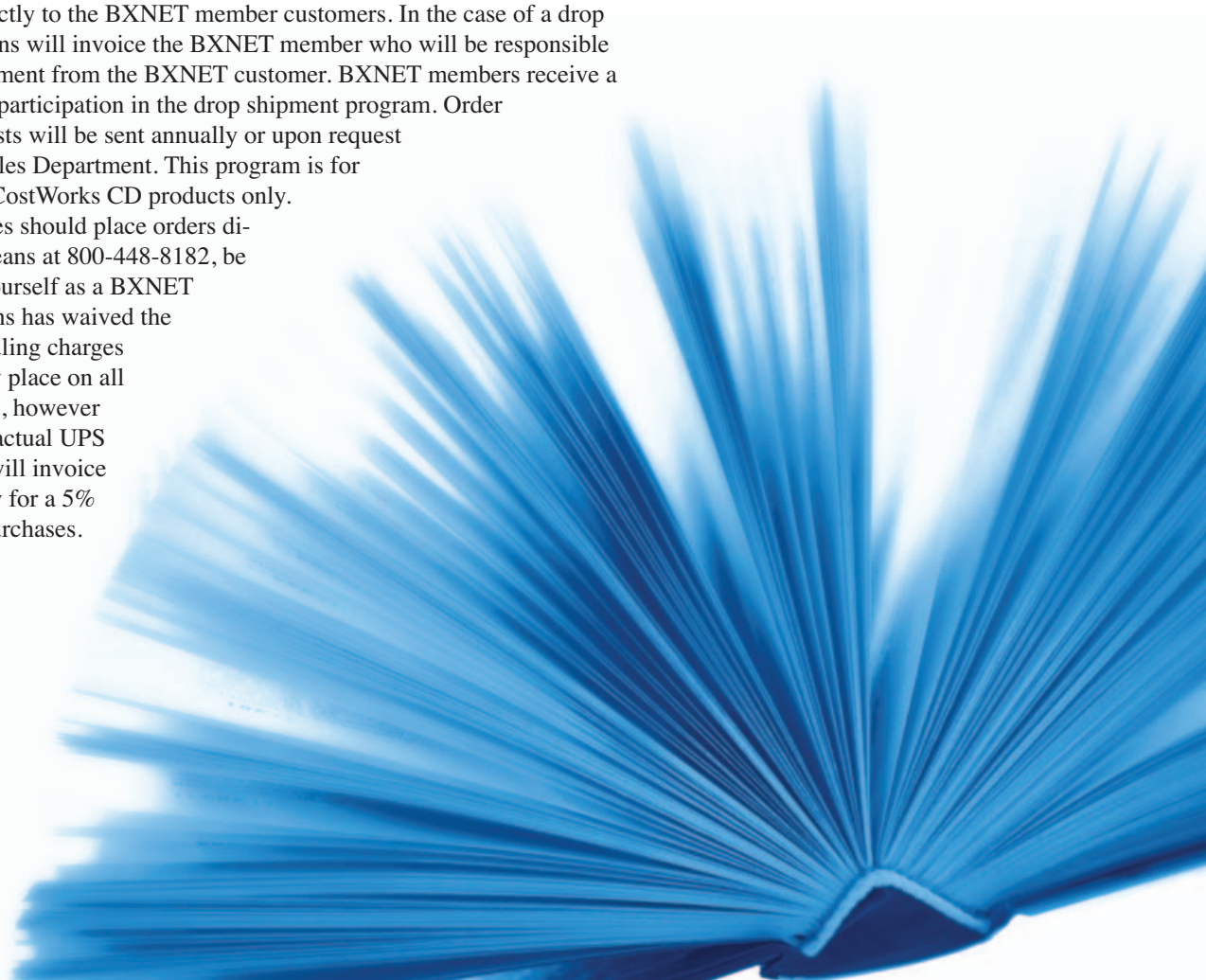
- BXNET is the authorized buying/marketing group for member exchanges of BXNET.
- BXNET members have two RS Means distribution options available: Inventory Stocking or Customer Drop Shipment.

Inventory Stocking

BXNET members who choose to maintain an inventory of RS Means products will receive a 45% discount on all RS Means publications ordered by your exchange and for your respective members. You will be able to resell the materials to your membership at whatever discount you choose, thereby generating non-dues revenue for your exchange. For example, when you purchase items at the 45% discount and resell at a 25% discount to your members, you are earning a 20% reseller profit. Inventory may be returned for full credit provided it is in saleable condition and it is received by RS Means before March 31 of the subsequent year.

Customer Drop Shipment

BXNET members who elect not to inventory products may have RS Means ship products directly to the BXNET member customers. In the case of a drop shipment RS Means will invoice the BXNET member who will be responsible for collecting payment from the BXNET customer. BXNET members receive a 25% discount for participation in the drop shipment program. Order forms and price lists will be sent annually or upon request from the Trade Sales Department. This program is for publications and CostWorks CD products only. Member exchanges should place orders directly with RS Means at 800-448-8182, be sure to identify yourself as a BXNET member. RS Means has waived the shipping and handling charges that they normally place on all orders not prepaid, however they will include actual UPS freight, BXNET will invoice members annually for a 5% commission on purchases.





The BXNET's Mission, Vision and Strategic Goals

BUILDING OUR FUTURE

"Serving Construction Association and Builders Exchange Professionals"

MISSION

The Builders Exchange Network is a catalyst for the exchange of ideas and experiences amongst the membership to enhance the effectiveness of plan room and construction associations.

VISION

The BXNet is a representative organization of Construction Association professionals and their organizations, dedicated to the pursuit of excellence in Construction Association and Plan Room services through cooperation and participatory action.

STRATEGIC GOALS

Provide the education and access to expertise to help exchange professionals.

Maintain the strength of the industry and association through engaged membership.

Promote the organization, its programs and achievements to the industry.

Maintain the leadership and resources to advance the industry.

