



# **SEASON'S GREETINGS**

**BE A PART OF THE 2017  
BXNet ANNUAL MEETING**

**The BXNet 2016–17  
member survey**

**Affinity Programs**

**2016-2017 BXNet  
OFFICERS & DIRECTORS**

**PRESIDENT:** Laura Regan  
(518) 869-0961  
lauras@ecainc.org  
Eastern Contractors Association,  
Albany, NY

**VICE-PRESIDENT:** John DeVries  
(613) 236-0488  
jdv@oca.ca  
The Ottawa Construction  
Association, Ottawa, ON, Canada

**TREASURER:** Brenda Romano  
(210) 564-6900  
Brenda@virtualbx.com  
Virtual Builders Exchange, LLC,  
San Antonio, TX

**SECRETARY:** Joseph Benedict  
(716) 874-3435  
jbenedict@conexbuff.com  
Construction Exchange of  
Buffalo & Western New York, Inc.,  
Cheektowaga, NY

**IMMEDIATE PAST PRESIDENT:**  
Phil D. Davenport  
(757) 858-0681  
phil@bceva.com  
Builders & Contractors Exchange,  
Inc., Norfolk, VA

**DIRECTORS:**

**Rita Heldenbrand**  
(509) 328-9600  
ritah@plancenter.net  
Spokane Regional Plan Center,  
Spokane, WA

**Ronald Hambley**  
(204) 775-8664  
rhambley@winnipegconstruction.ca  
Winnipeg Construction Association,  
Winnipeg, MB, Canada

**Daniel Cowan**  
(814) 944-5444  
dcowan@altoonabx.com  
Altoona Builders Exchange,  
Altoona, PA

**John McNicoll**  
(780) 483-1130  
john.mcnicoll@edmca.com  
Edmonton Construction Association,  
Edmonton, AB, Canada

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Suggestions for topics, member news  
or article submissions can be sent to:  
[info@bx-net.org](mailto:info@bx-net.org)



Dear BXNet Members:

This is this time of the year when we gather with family and friends to celebrate the holiday season, reflect on the past 12 months and get excited for the coming new year. In our business, things are quieter in our plan rooms and we are able to take extra time with our staffs, where we will also spend time evaluating how 2016 went and setting goals for 2017.

After wrapping up the year personally and professionally, I always look forward to recharging my batteries. At home, that involves a fire in the fireplace, a mug of hot chocolate or a glass of wine, and a good book. At work, I want to get energized about what I do. Fortunately, the BXNet Annual Meeting is one of the first things on my calendar in the new year. A meeting, you ask...that's what gets me excited? Yes.

For me, the BXNet gathering is unlike all the other events I attend during the year. It's more like a reunion of friends and I'm excited to see everyone and catch up on the past year. These are also people that are really good at what they do. Best of all, they are more than happy to share their experiences, provide a sounding board for issues you may have and celebrate what it is that we do. It's one of the few meetings or conferences that I attend which is all about professional development for me. I leave this conference each year jazzed up and excited to tackle the the coming year.

The upcoming meeting in New Orleans is lined up to provide that experience again. Your Board has worked hard to put together a program that provides peer-to-peer interactions as well as speakers that will provide insight into various aspects of our business. We're also happy to have an interactive workshop that will focus on the challenges facing plan room operations and help craft our responses to them.

I hope you have made plans to join us in NOLA ... and if not, there's still plenty of time to register! Your participation is what makes this conference great. We all look forward to seeing you.

May your holidays be filled with the love of the season and best wishes in the new year.

All my best,  
Laura



BX-NET welcomes Molly Reynolds as our new Executive Assistant. She joins incoming Executive Director Marie Westlake.

Marie is taking the reins from Kristin Loney who has left BX-NET to be a mom to her infant daughter Olivia, born November 29th. Molly and Marie can be reached at [info@bx-net.org](mailto:info@bx-net.org) or by telephone at 855-719-0733.





**JANUARY  
17-19, 2017**

**BXNet  
ANNUAL  
MEETING**

**HYATT FRENCH QUARTER  
NEW ORLEANS, LOUISIANA**

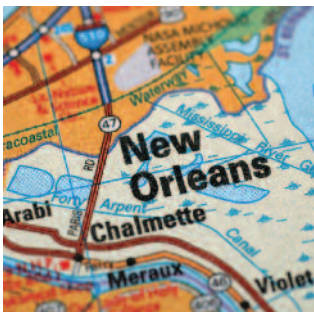
If you have any questions or need more information, call Molly or Marie toll-free at 855-719-0733 or email [info@bx-net.org](mailto:info@bx-net.org)

**DON'T MISS OUT**

A Message from the Executive Office

# BIG IDEAS IN THE BIG EASY

**BE A PART OF THE 2017  
BXNet ANNUAL MEETING**



The Builders Exchange Network is pleased to announce the 2017 Annual Meeting will be held on January 17-19, 2017 at the Hyatt French Quarter in New Orleans, Louisiana.

The cost of the meeting is \$410 for BXNet delegates and includes registration for two full days of educational sessions with breakfast and lunch, a welcome reception, and this year's group outing of a scavenger hunt with Watson's Adventures.

The meeting begins on Tuesday, January 17 when the Board of Director's meet to discuss official association business. All members are welcome to attend the board meeting, please RSVP in advance.



For you golfers, tee times commencing after 11:00 a.m. will be at Audubon Park Golf Club located just minutes from downtown New Orleans. Green fees including cart is \$50.00 and club rentals are \$55.00 including a sleeve of balls. Payment is made directly to the course office. Proper golf attire is required. Soft spikes only, no denim or t-shirts allowed. Interested golfers must RSVP in advance when registering for the conference.

On Tuesday evening we will hold our annual welcome reception, a great opportunity to network with your colleagues and catch up with old friends.

Wednesday and Thursday will be jammed packed with member and special guest presentations. We will be discussing topics including Human Resources, Workforce Development, Competition, Plan Issuers vs. Plan Rooms, and a special workshop put together to help identify challenges facing plan room operations.

We will also be joined by special guests Jeff Byrne who will give us an owner's perspective on bidding in the 21<sup>st</sup> century and Denise Horan who will teach us how to attract and retain members.

When the meetings end, New Orleans offers an amazing choice of dining options.

If live music is your passion you will want to spend some time exploring the clubs and music halls of Frenchman Street and the Marigny district.

We would also like to congratulate Lynn Stetson from the Builders Exchange of Kentucky who was the lucky recipient of the complimentary registration. Thank you to Lynn and those of you who participated in our member survey.

We hope that you will plan to attend this meeting and we look forward to seeing you in New Orleans!



## 2017 Annual Meeting presentation

Joe Benedict of Construction Exchange of Buffalo and Western New York will be presenting on Workforce Development:

Workforce development is one of the foremost challenges facing the construction industry. Decades of negative perceptions about careers in the industry combined with retiring baby boomers is leading to a worsening shortage of skilled workers. Joe Benedict, Executive Director of the Construction Exchange of Buffalo & WNY, will share a presentation his association has developed to engage local school districts, students and parents to discuss opportunities available in the construction industry. Please be prepared to provide feedback and information on your association's workforce development efforts. An editable copy of the presentation will be given to attendees as a template for them to modify and use as a tool in their organization's efforts to promote careers in construction.

Check out the New Orleans Convention and Visitor's Bureau on New Orleans food while you are in town for meeting.

[www.neworleanscvb.com/press-media/story-ideas/culinary/](http://www.neworleanscvb.com/press-media/story-ideas/culinary/).



# The BXNet 2016–17 member survey



**Do you know how large the average exchange is?  
Or how many training courses it offers in a month, and whether  
it uses social media? The 2016–17 BXNet member survey tells all.**

In an industry as diverse and dynamic as construction, exchanges have to work hard to stay relevant. That fact has never been truer than it is today. Members can turn just about anywhere for access to plans and specifications, safety and management training programs, and industry news and information.

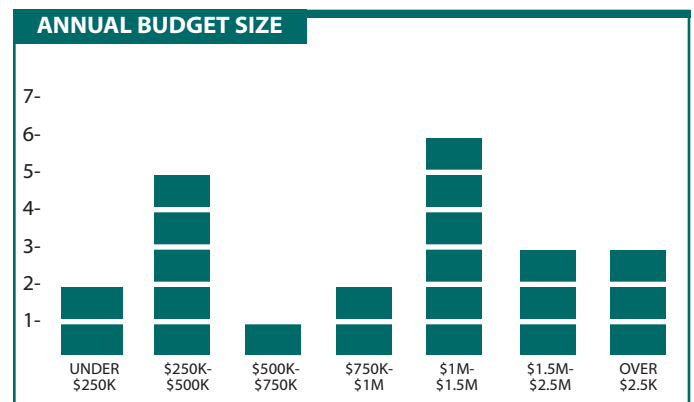
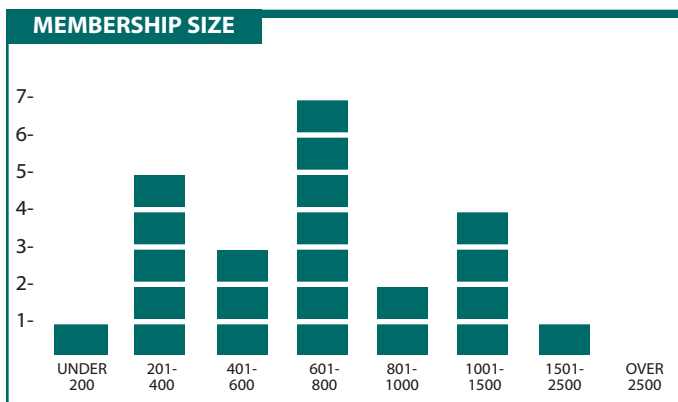
It's therefore critical you know where you stand when it comes to offering information and programming to your members. BXNet's member survey can help. Researched and published annually, it's a quick snapshot of the size and scope of member exchanges, and the range of services and expertise offered by each.

More than 20 exchanges responded to this year's survey, and the answers shared by each help to illustrate some of the good work being done by our members to serve yours.

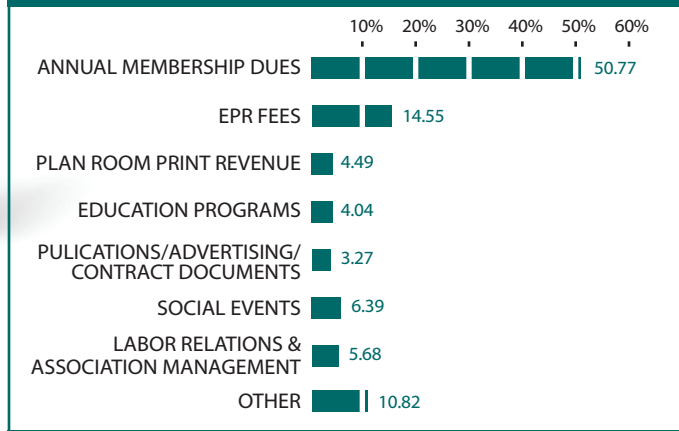
## **Size and scope: members in the hundreds, budgets in the thousands**

More than half (12 of the 22) of the survey respondents said they served between 601 and 1,500 members. While nine respondents indicated they served 600 or fewer, the most common answer was between 601 and 800 members. The largest exchange indicated it served between 1,501 and 2,500 members.

Not surprisingly, annual budget statistics followed much the same trend. Half of those members surveyed said their operating budgets were between \$750,001 and \$2.5 million. A deeper dive shows that more than a third (8 of 22) of the exchanges had budgets of \$750,000 or less, which suggests that exchanges can operate on lean budgets and still serve members well.



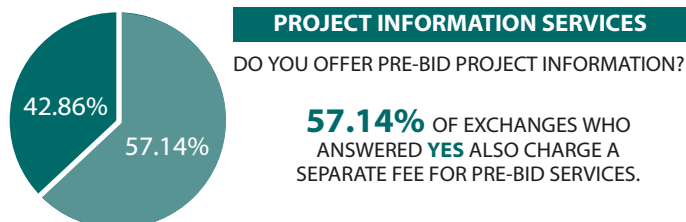
## PERCENTAGE BREAKDOWN OF ANNUAL BUDGET: BY REVENUE CATEGORY



No matter the size or shape of the exchange, member dues are by far and away the most important source of revenues. Dues accounted for more than half of each exchange's annual revenues. Money collected from electronic plan room access subscriptions (14 percent) and participation at social events (6.4 percent) were distant second- and third-largest cash streams.

## The plan room: opportunity on display every day

Access to plans and specifications is still the single greatest reason contractors join their local exchanges. The plan room is the exchange's lifeblood, and respondents offered a wide range of bid opportunities to their members.



### PROJECT INFORMATION SERVICES

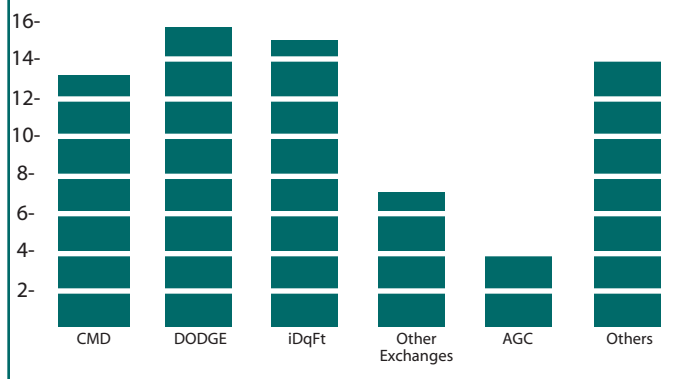
DO YOU OFFER PRE-BID PROJECT INFORMATION?

**57.14%** OF EXCHANGES WHO ANSWERED **YES** ALSO CHARGE A SEPARATE FEE FOR PRE-BID SERVICES.

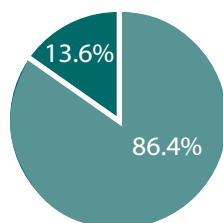
The median number of opportunities offered to members in a year was 3,500. Some exchanges offered as many as 12,000 and 14,000; others as few as 380. Many exchanges clustered around the 3,000 to 5,500 per year mark. Daily figures follow similar trends. While one exchange offered as many as 2,500 new opportunities per day, and another as few as five, the median score was 25.

Public-sector jobs, which are often awarded on low-bid bases, are still the most common at exchange plan rooms. BXNet members indicated these jobs accounted for between 60 and 100 percent of their total annual plan room volumes. Conversely, members reported that private-sector jobs, which are awarded on a variety of bases and in a variety of ways, account for an average of between 3 and 40 percent of published bid opportunities each year.

## PROJECT INFORMATION SERVICES COMPETITION



The Internet has rung in a great deal of changes for builder exchanges. Some are good, others entirely disruptive. For example, while the Internet gave birth to electronic plan rooms, it has also fragmented the market for construction information services. Competition for plans and specs is coming from a range of outside sources, including Dodge, CMD, ISqFt, Grade Beam and Blue Book. Interestingly, BXNet members also reported competition from other sources closer to home: the local chapters of the Associated General Contractors, other exchanges, and even member general contractors offering their own private plans rooms.



### MAINTAIN A PHYSICAL PLAN ROOM

DO YOU STILL MAINTAIN A PHYSICAL PLAN ROOM?

**YES: 19**  
**NO: 3**

**5**

OF THE 19 EXCHANGES REPORTED PLANS OF CLOSING THEIR PHYSICAL PLAN ROOM.

**8**

OF THE 19 EXCHANGES REPORTED NO PLANS OF CLOSING THEIR PHYSICAL PLAN ROOM.

**2**

OF THE 19 EXCHANGES REPORTED TO REDUCING THE SIZE BUT NOT CLOSING IT ENTIRELY.

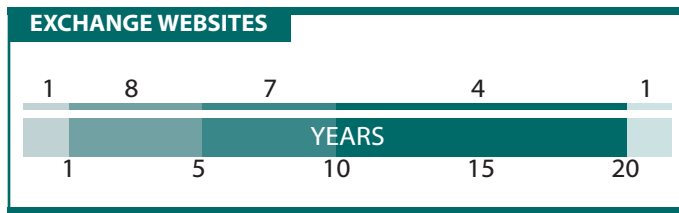
**1**

EXCHANGE REPORTED THEY WOULD POSSIBLE CLOSE IT DUE TO LACK OF USE.

As a result of all this competition, exchanges have acted in two ways. Some are bolstering their services by offering pre-bid services. Of the 12 respondents that indicated they provide this service, more than half charge for it as a separate line item. Others, meanwhile, are thinking long and hard about the future of their physical plan rooms. While slightly more than half of the survey respondents (10 of 19) reported either no plans of closing their physical plan rooms, or plans to reduce the size of their plan rooms, six plan to close their plan rooms in the near future.

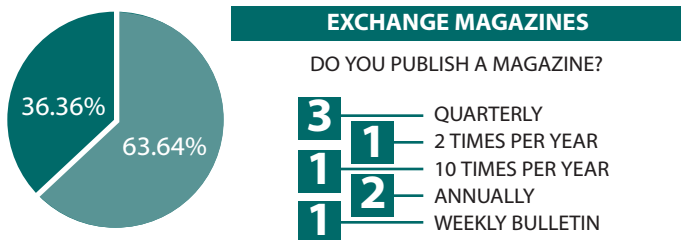


## Communication with members: social media, magazines—and the fax machine

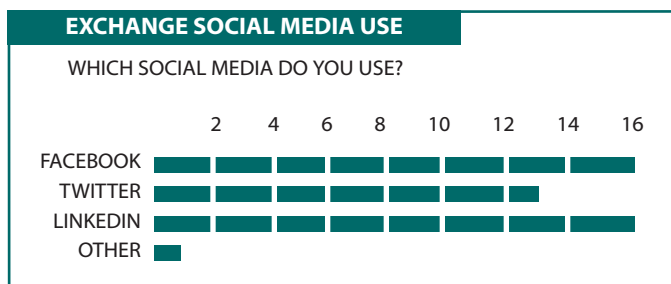


One of the best ways to stay current and top of mind with members is to communicate with them regularly. While all of the survey respondents indicated they have websites, their experiences with these varied. Most (16 of 21) reported having their sites in place for 10 or fewer years, while earlier adopters got into the game between 11 and 20 years ago. One BXNet member indicated it had its site in place for more than 20 years.

Fewer than half of members (8 of 22) reported publishing magazines. Of those that did, most published quarterly. One published 10 times per year.



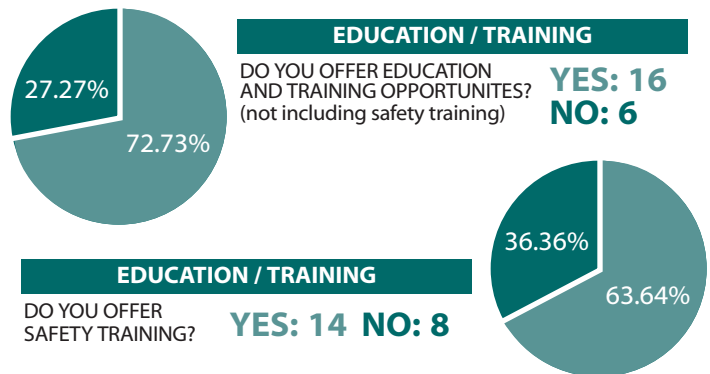
Social media is a growing trend among exchanges. LinkedIn and Facebook were the most used media; Twitter was close behind. Only one exchange reported not using social media at all. Among those that do use social media, two members reported making as many as 100 posts per month, while most reported posting 10 or fewer times each month. Given those volumes, it's small wonder that most exchanges (19 of 21) reported handling their social media activities in house.



Lastly, and under the headline of "old habits die hard," the fax machine still has a role to play for many exchanges. Of the 22 survey respondents, 14 indicated they still use the fax machine to connect with members.

## Member services: education, training and affinity programs

Education and training are two of the most important non-plan room services offered by exchanges to their members, and the results of this most recent BXNet member survey confirm as much. Most (16 of 22) respondents reported offering education and training (programs that specifically were not safety training courses) to members. Some offered as many as 80 programs each year, while others offered as few as one. The median among respondents was an average of one program per day, or 20 per month.

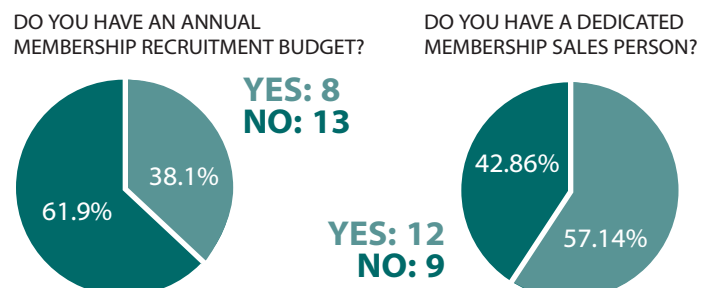


Safety training was another important offering. Fourteen of the 22 respondents offered such training to their members. Again, the median offering was one per day, while some exchanges offered as many as 40 or 50 sessions per month.

Affinity programs are another important benefit to members. Those most popular among exchanges were for gas and fuel, office supplies, cell phones, fleet purchases and fleet management technology.

## Member recruitment and retention: once they're in, they stay

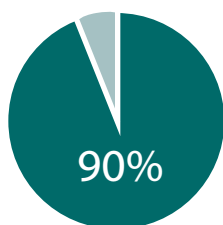
Although every exchange wants to grow its membership, recruitment isn't always part of the budget. More than 60 percent (13 of 21) of respondents indicated their exchanges did not have annual recruitment budgets. Interestingly, 12 of 21 respondents said they have dedicated staff members working on membership sales, almost of all of whom are paid on salary or salary-plus models.





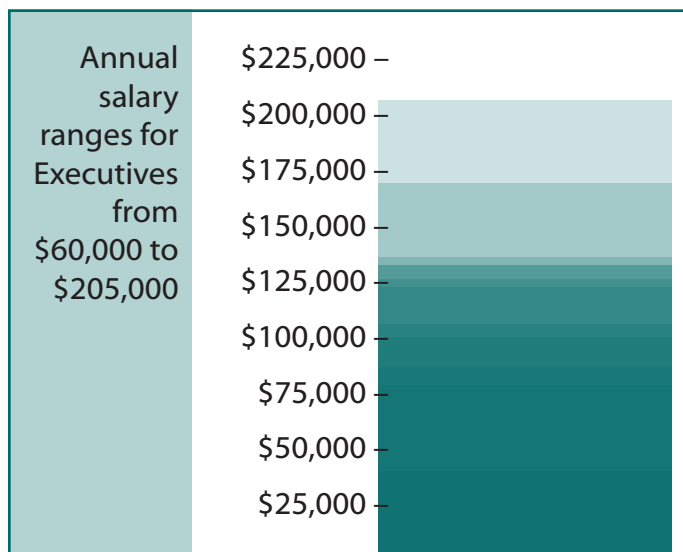
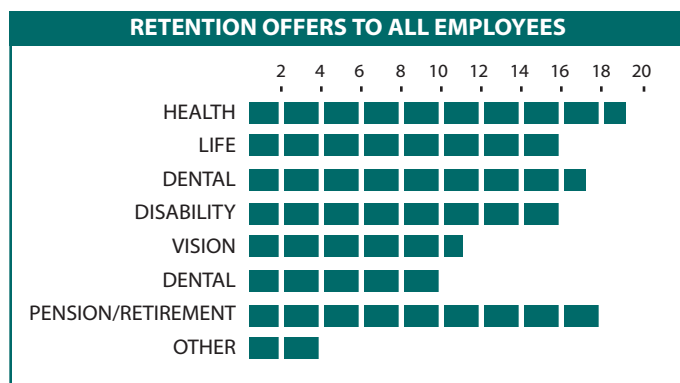
Bringing in new members doesn't have to be a complicated process. Sometimes the most effective recruitment tool is a simple letter. Many respondents said that direct mail and emails were their most effective tools for recruiting non-members. Other successful recruitment strategies included promoting the feel-good benefits of being part of a local exchange (i.e., presenting a strong and unified voice for dealing with construction issues), highlighting the benefits of services such as plan rooms and social programs, encouraging members to refer potential members, and even simply paying a prospective member an in-person visit.

The good news is that once companies join exchanges, they tend to stand pat. Among the 22 respondents, retention rates ranged between 78 and 97 percent. The average score was 90 percent.



### Personnel retention: rewarding good staff

Hanging on to good people is as important an issue for exchanges as it is for the companies they serve. The average respondent indicated it employed between three and 47 part-time and full-time employees. To help keep those people on board and engaged, they offered a variety of competitive salary packages and employee benefits. The most popular among these were health and retirement, as well as dental, disability and life insurance programs. The total annual costs of these packages for many members was more than \$15,000, while the average annual cost of benefits for each employee was between \$4,100 and \$23,000. Very few exchanges offered benefits for part-time employees.



Executive salaries varied. Some exchanges paid their top staff as much as \$200,000, while the median salary was \$95,000. Executives' performance bonuses ranged between \$5,000 and \$60,000, and in addition to the health and life-related benefits offered to staff, executives received fringe benefits such as additional vacation, travel allowances for themselves and their spouses, profit sharing and vehicle leases.

### Conclusion: three take-aways

The results of BXNet's annual member survey for 2016–17 show three important trends. The first is that exchanges clearly have a role to play in their members' lives. Whether for providing access to bid opportunities, offering training programs, or helping to unify the industry's voice, members turn to their exchanges for a variety of reasons. And once they join, they tend to renew their memberships.

The second is that exchanges are efficient. They leverage a comparatively small number of staff and limited budgets to offer a range of services, and to recruit and retain good personnel.

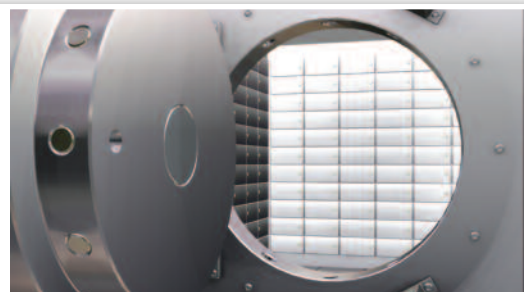
That said, change is afoot, and exchanges have to respond. The final key take-away from this survey is that technology is moving quickly, and in a competitive and fragmented market for construction information services, exchanges must adapt and innovate—or risk falling behind.

## ATTENTION MEMBERS!

Be sure to visit the "Vault" at [www.bx-net.org](http://www.bx-net.org) to view copies of the BXNet newsletters, slides from past Annual Meeting presentations, articles of interest, sample documents and much more!

USERNAME: ibmember    PASSWORD: 2015BXnet

Why re-invent the wheel? Have sample documents or information you think would be helpful to your fellow members? Simply email it to [info@bx-net.org](mailto:info@bx-net.org) to be uploaded into the vault.





# Rules of Effective Newsletters

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By Dr. Ugur Akinci

1. Stick to a firm schedule. You can publish your newsletter on a weekly, bi-weekly, monthly, or quarterly basis. But whichever frequency you choose, publish and deliver your print or ezine newsletter regularly. Haphazard and sporadic newsletters create an image of amateurism.
2. Keep your newsletter format as simple as possible – unless you're publishing a newsletter on cutting-edge razzle-dazzle graphic design techniques. People follow newsletters for the useful, fresh and relevant information they contain. Give your readers what they want instead of what you think they should want.
3. Provide simple and correct navigational links and/or a Table of Contents to help your readers easily find what they're looking for. A front-page sidebar is the perfect location for such navigational aids.

4. Provide an Executive Summary for all articles over 300 words. People are busy and they usually skim over long articles. By supplying them with a summary of long articles you'll help them absorb the material quickly. They'll be thanking you for it.

5. Avoid the "we/us/our" language and replace it with a "you/your" orientation. YOU (together with FREE) is the most magical word in the copywriting universe. Use it liberally in all pages of your newsletter. Your newsletter readers are there not to read about you but to find solutions to their problems. Provide them with answers to THEIR problems by maintaining a "You Posture."

6. Don't forget to provide your contact information on every page of your newsletter. At a minimum, you should supply your readers with your web address, email address, and your phone number. Footers and headers are perfect for that purpose. If you are pitching a product or service through your newsletter, keep in mind that an 800 Toll-Free phone number can increase the response rate by an average of 15%.

7. Provide a simple way or link (for ezine newsletters) to unsubscribe from your newsletter and another link to subscribe to it. According to the U.S. laws, you also need to provide a physical mailing address. Most commercial email delivery companies refuse to deliver ezine newsletters without the physical address of the publisher.

*Ugur Akinci, Ph.D. is a senior writer and web content consultant with 20 years of experience.*

# The Season of Giving Smarter

From a young age, many of us were taught the holiday mantra “It is better to give than to receive.” It seems Americans take this philosophy to heart, as the United States is routinely ranked as one of the most charitable countries in the world for both monetary giving and volunteering.

But in their zeal for philanthropy, many Americans neglect to review the charity that’s receiving their gift. It’s strange to think about, but people tend to spend more time making sure they get the best possible deal on a TV or laptop than they do checking to make sure their selected charity uses donations efficiently. Perhaps the reason is that parting with the money is hard enough for us, and we’d rather not dwell on how much might not arrive where it is needed.

## Great at Doing Good

Though it may make our lives (and giving) more difficult, it’s important to recognize that not all charities are equal. Many of these differences are very obvious, like comparing a charity that supports cancer research with one that fights childhood poverty. However, many of the differences are much more subtle. What percentage of donations goes to administration fees? How much money does a charity spend on fundraisers? Have the charity’s initiatives been successful in the past few years?

Fortunately, there are websites to make charity research easier. One of the most comprehensive is Charity Navigator ([charitynavigator.org](http://charitynavigator.org)). Charity Navigator reviews, reports and ranks around 8,000 charities on how they acquire and use their funding and on how transparent they make their operations.

By reviewing charities’ operations, you can compare several areas of performance as well as the areas that are more in need of support. As you learn more about how charities operate, you’ll establish personal standards that charities will have to meet to receive your donations. You may be surprised at how different seemingly similar charities can be and how efficient certain types of operations can function.

Before beginning your review process, consider some of the most important factors to review for each charity:

**Program Expense Efficiency** – The percentage of money or donations that actually go to the services the charity provides. Typically, higher efficiency is better; however, some types of programs are always going to have higher expenses than others.



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**Tax Exempt Status** – Not every organization that sounds like a charity is a genuine nonprofit; some are simply for-profit companies with charitable ties. Most real charitable organizations are either public charities or private foundations; these will offer you full tax deductions for cash donations (limited to 50 percent or 30 percent of your income, respectively).

**Compensation of Leaders** – It might surprise you to discover that many charities pay large salaries (over \$400,000) to their presidents or directors. Obviously, management of charity is difficult work that deserves compensation, but you’ll have to decide whether you think a charity is giving too much of its donations to its leaders.

## It’s the Thought that Counts

Though it’s easy to think sites like Charity Navigator are just about comparing charities, they also provide an excellent way to discover new charities. If a person finds charitable giving difficult, it may be that they simply haven’t found a charity they truly connect with. Charity Navigator allows you to search its database of charities by cause, size, overall performance or geographical region. This lets people choose the issues that fit their interests, personal values and community.

When giving and receiving gifts around the holidays, we often find the thought and care that went into a gift to be far more valuable than the gift itself. When giving to charity, it can be tempting to believe that the gift begins and ends with the money. However, by carefully researching and selecting the charities best suited for donations, we can put special care into a gift that will benefit someone we’ll likely never meet.





# Affinity Programs



## Sunoco Fleet Fuel

BXNet has arranged for your members to be able to sign up for the Sunoco Fleet Fuel Program for Associations, where participating members receive exclusive fuel rebates, security and fleet management controls that they won't get with a regular charge card. This program is available in the United States and limited areas in Canada. Those of you in Canada who are interested, please contact Jeff directly to see if it is available in the areas you service. Sunoco is offering us a discount of 3% a gallon on the Sunoco SunTrak Fleet Card and 6 cents off a gallon with the Sunoco Universal Fleet Card. That is the maximum discount they offer with no requirements on how many gallons purchased each month! Sunoco will also be waiving the fees associated with this program. Your association would receive a quarterly check for 0.25% of the purchases. This impactful savings comes with the flexibility to fuel at over 5,000 Sunoco locations, or more than 90% of the U.S. fueling stations with the Sunoco Universal Fleet Card. Participants also can benefit from easy, online tools that help fleet managers gain complete control over their vehicles – driver purchase limits, vehicle performance data, robust reporting, consolidated billing, account management and online invoice payment, special tax exempt features...and much more. If you are interested in participating in the Sunoco Fleet Fuel Program your exchange (BXNet member) will need to sign up with the Association Agreement attached to benefit from the payback program. Your members would then complete the Sunoco Commercial Fleet Card Application. Also be sure your members complete the Wextailored Fee Schedule form which will waive the fees associated with this program. These forms can be downloaded from the website vault or obtained directly from the BXNet Executive Office or Jeff Meserve. Please contact Jeff Meserve, Sunoco Regional Sales Representative with any questions or for assistance.



Phone: 860.617.9531; Fax: 207.253.1306 Email: [jeff.meserve@wexinc.com](mailto:jeff.meserve@wexinc.com)  
[sunocofleetcards.com/Jeff](http://sunocofleetcards.com/Jeff)



## Multiview

BXNet members that wish to participate in this affinity program will have advertisements, obtained by Multiview, placed on their websites. Those participating will receive 27% of advertising royalty revenue. Multiview is the leading provider of non-dues revenue to associations in North America. They are a full service solution for digital advertising with over 1500 current partners, globally. Multiview provides non-dues revenue at zero cost or risk to the associations. There is no charge for Multiview's services. Interested BXNet members should contact Multiview directly to set up an agreement. Please contact Nathan Cash, Manager of Partnership Development.



Phone: 972.409.5609; Email: [ncash@multiview.com](mailto:ncash@multiview.com)  
[multiview.com](http://multiview.com)

## Unishippers

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](http://www.unishippers.com/shipping-services/IBEE_Form.htm).

## RS Means

BXNet members that wish to participate in this affinity program are entitled to purchase Cost Data titles from RS Means at a 30% discount off the retail list price and resell the titles to their membership at a discount level of their choosing. To obtain the current title/price list, please visit the BXNet website vault or contact the office at [info@bx-net.org](mailto:info@bx-net.org). At the end of each calendar year, BXNet will receive a report from RS Means detailing the purchases of participating Exchanges and Construction Associations, and BXNet will in turn invoice them for 5% of the retail purchase price of all titles purchased during the year as the BXNet Affinity Program fee.



RS Means allows participating Exchanges to return unsold titles at the end of the calendar year for a credit in order to encourage the maintaining of stock on-hand for sales. Exchanges can also opt to order titles on an as-needed basis.

Any BXNet member who wishes to participate in the RS Means Affinity Program should contact Paula Croke at RS Means by phone at 800-334-3509, extension 5117, or by email at [PCroke@TheGordianGroup.com](mailto:PCroke@TheGordianGroup.com).

## Momentum Groups

Momentum is sound business Momentum Fleet customers enjoy generous incentives on many models of most popular make vehicles including; Ford, Chrysler, Dodge, and Jeep. Momentum Fleet Management Group can help your company obtain the best program pricing for purchases or leases through the collective buying power of our clients. That means all clients, large or small, can meet manufacturers' criteria for exceptional pricing on vehicles purchased or leased. Momentum also offers effective fleet management solutions including a variety of financing options, high mileage leases, an industry leading discount fuel card, GPS monitoring equipment and software, as-well-as, vehicle maintenance programs.



2001 Crocker Rd., Gemini Towers IL, Suite 460, Westlake, Ohio 44145  
Phone: 877.973.5338; Fax: 866.523.8040 [momentumgroups.com](http://momentumgroups.com)



## **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.