

InSITE

News & Notes For The Blue Book Network

**More Projects. More Opportunities.
More Showcases on the Way!**

THE BLUE BOOK GC Showcase 2006

October Schedule

Tuesday, October 3, 2006

Jacksonville, FL	Jacksonville Marriott	3-7pm
Virginia Beach, VA	Virginia Beach Convention Center	3-7pm

Thursday, October 5, 2006

San Antonio, TX	OMNI San Antonio	4-8pm
Tucson, AZ	Holiday Inn Palo Verde	3-7pm

Wednesday, October 18, 2006

Grand Rapids, MI	Frederik Meijer Gardens & Sculpture Park	3-7pm
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Thursday, October 19, 2006

Hartford, CT	Crowne Plaza Hartford-Cromwell	4-8pm
Portland, OR	Embassy Suites Portland-Washington Square	3-7pm

Tuesday, October 24, 2006

Raleigh, NC	Embassy Suites Raleigh Durham	3-7pm
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Wednesday, October 25, 2006

Carle Place, NY	Chateau Briand	4-8pm
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Thursday, October 26, 2006

Columbus, OH	Holiday Inn Columbus	4-8pm
San Diego, CA	Doubletree Hotel San Diego-Mission Valley	3-7pm



**Coming this October –
More FREE networking
opportunities to maximize
YOUR company's exposure!**

Now's your chance to take part in a unique – and FREE – networking event, hosted by The Blue Book! If you missed the debut of *The Blue Book GC Showcase* in 2005, and didn't make it to one of the 20 events this April, you won't want to miss one of the 11 events coming to an area near you this October!

Subcontractors and Suppliers:

Meet the General Contractors you've been trying to reach!

General Contractors:

Prequalify local subcontractors and suppliers for your current and future projects!

See inside for more details on The Blue Book's latest endeavor to bring industry buyers and sellers together.



Fulfilling The Mission: In Print. Online. And Even In Person!



THE BLUE BOOK® GC Showcase 2006

Just another way The Blue Book puts you in front of the decision makers you want to reach!

Every day, your Blue Book Marketing Program showcases your company – through regional print editions, online at thebluebook.com and BB-Bid. Every day, The Blue Book works to deliver you new opportunities by bridging the gap between buyers and sellers.

The Blue Book GC Showcase is a FREE networking event, providing you with the ultimate exposure – a chance to meet with

buyers of your services or products face to face; or if you are a general contractor – a chance to qualify local vendors in person, at one time!

This past April, The Blue Book hosted 20 successful events in several major markets across the U.S.! This October, there are 11 more opportunities to participate in the industry's most unique, productive – and free – networking event! Don't miss out.



From New England to Florida, New York to San Francisco, April '06 GC Showcases "showcased" Blue Book Customers across the country!

Four days, 20 cities, nearly 10,000 attendees and over 600 exhibitors made *The Blue Book's April GC Showcases* a huge success. These regional events provided a unique forum for sub-contractors and suppliers to promote themselves to general contractors and other firms that buy their services.

From small local firms to larger national ones, exhibiting companies had a chance to meet local subs and find suppliers of otherwise hard to find niche products and services. All of it hosted by The Blue Book at no charge to exhibitors or attendees!

"The Blue Book's mission has always been to bring industry buyers and sellers together. We are proud to now provide the

ultimate vehicle in accomplishing this mission – *the GC Showcase*," explained Richard Johnson, General Manager for The Blue Book. "It was an amazing and very gratifying four days. We saw real business being conducted, project teams being built, right there...face-to-face!"

The Blue Book would like to thank everyone who participated in these events and contributed to their success. The

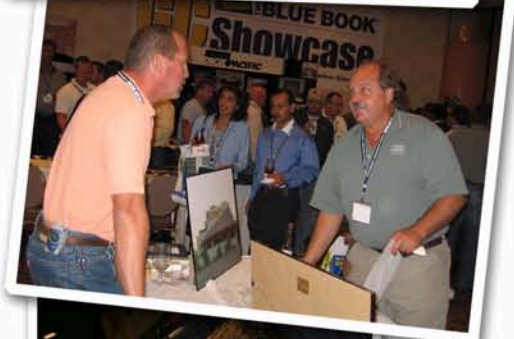
"It was an amazing and very gratifying four days. We saw real business being conducted, project teams being built, right there...face-to-face!"

October Showcases promise to deliver even more opportunities for industry buyers and sellers throughout the country.



Join Us In October. You'll Be In Good Company!

Here's just a sample of exhibiting companies – from large national firms to small regional ones who helped to make previous Blue Book GC Showcases a worthwhile event for all who attended!



We look forward to seeing YOU in October!

To Attend:
 Subcontractors and Suppliers who would like to register to attend should call their local Blue Book Account Manager or **800-431-2584** (ask for the GC Showcase Dept.) or visit www.thebluebook.com/attendeec

To Exhibit:
 General Contractors and Property Managers who are interested in showcasing their company or upcoming projects should call their local Blue Book Account Manager or the Customer Service Team at **800-922-9962** or visit www.thebluebook.com/gcshowcase

Connecting You With Buyers Every Way We Can!

Introducing The Contact Manager – Now Available Exclusively in BB-Bid.

“Customer First!”

The Blue Book brings buyers and sellers together in print, online and in person. With BB-Bid, the bidding process and electronic communication has become easier – and faster! Now, The Blue Book's award winning bid management system takes things one step further...

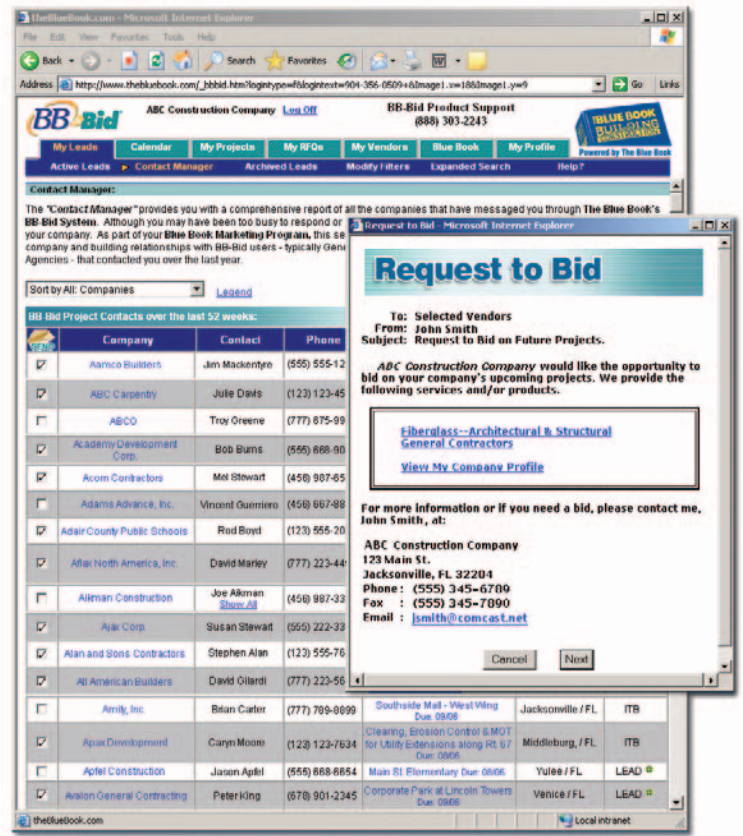
Introducing *The BB-Bid Contact Manager!* *Contact Manager* allows Blue Book customers to view a list of companies (i.e. general contractors, facility managers, government agencies) who have invited them to bid on various projects over the past 52 weeks.

Although the specific job messaged may not have met your criteria, you don't want to forfeit future opportunities and a possible relationship with these buyers! *Contact Manager* enables you to keep your company front and center with the companies that need your services. You'll have the

ability to follow up with those companies who expressed interest in your services or products so that you can bid on the projects that more closely fit your specifications. The *Contact Manager* allows Blue Book customers to directly message these buyers through BB-Bid (one message to each company per year) simply with the click of a mouse!

Make sure to check out **your** *Contact Manager* and take advantage of this unique opportunity provided exclusively to Blue Book customers!

Just click on the “My Leads” tab and then on “The Contact Manager.”



Above: A sample *Contact Manager* report and a reply that can be messaged directly within BB-Bid.