

InSITE

News & Notes For The Blue Book Network

GC Showcases Rev-Up Again This Fall

Blue Book Networking Events are Bigger than Ever!



"Your Shows are a real asset to all of us contractors. It is an ideal way to meet many new potential subs in a condensed period of time in the local area that we work in."

*Bill Cress, President
William Cress Corporation, NJ*

The Blue Book is continuing to connect local buyers and sellers through The Blue Book GC Showcase. Following a highly successful round of networking events this past April and May, The Blue Book is beginning preparations for its Fall schedule of 17 nationwide shows this September.

This Spring, The Blue Book connected nearly 20,000 general contractors, subcontractors and suppliers through Showcases in 25 cities. If you have not yet

participated in The Blue Book GC Showcase, there's still time to find out what so many industry professionals are benefiting from!

Don't miss your opportunity – look inside for specific locations and dates for the new Fall Blue Book GC Showcases.

Registration information and Fall schedule on Page 2...

BB-Bid Project Network Continues to Grow

Retail Projects Continue to Ring-up Strong!

400,000 Project Messages Weekly!

The Blue Book's BB-Bid Project Communication Network continues to grow fueled by strong activity from GCs and users in the nation's retail sector.

Each week, over 400,000 project messages are sent through BB-Bid between the 8,000 registered users (general contractors, owners and architects) and the subcontractors and suppliers who access the system to find their project leads!

The BB-Bid Private Online Plan Room is hosting more and more project documents each week with an average of 150,000 document views and 75,000 documents downloaded weekly!

The retail markets have shown an

increased number of projects being communicated through the network by top general contractor firms.

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GC Showcases Cont'd...

To Exhibit:

Please call **800-922-9962** or visit thebluebook.com/showcaseinfo. Simply click on "General Contractors" and then on your region of interest. Fill out and fax back the corresponding registration form. Space is limited – reserve your company's position today!

To Attend:

Call your local Blue Book Account Manager or **800-431-2584**. (Ask for The GC Showcase Dept) or visit thebluebook.com/showcaseinfo. Click on the "Subcontractors/Suppliers" link and then on your region of interest. Fill out and return the corresponding registration form. ◆

BB-Bid Project Network Cont'd...

"The retail GC, bidding in several geographic areas, has direct access to a qualified list of subs and suppliers that is critical to building their local project teams," says Ed Haege, BB-Bid Product Manager. Typical project bidding includes many large retail, restaurant and hospitality chains in multiple markets throughout the country.

The BB-Bid Network is a valuable tool for Blue Book users and provides easy access to project leads and plan documents for Blue Book Customers.

To get connected to the BB-Bid Network, please contact your local Blue Book Account Manager or a BB-Bid Support Specialist at **888-303-2243** and get started TODAY! ◆



Invitation to Bid

Bids Due By: 07/17/2008
Sunglass Hut #1538

To: Selected Vendors From: Bid Coordinator
Rectenwald Brothers Construction, Inc.
Phone: (724) 772-9282
Fax: (724) 772-9281

Respond to this ITB by 07/14/08

Project Information

Project Title: Sunglass Hut #1538
Type/Structure: Interior Fit-Up / Retail Store

Location: Crocker Park
Westlake, OH 44145

Bids Due: 07/17/2008 @ 5:00 PM
Start Date: 08/04/2008

Requirements:

"We've been using BB-Bid since its inception. The messaging tools and online plan room are invaluable in helping to communicate our retail projects throughout the country."

Arthur A. Rectenwald, President
Rectenwald Brothers Construction, Inc., PA

THE BLUE BOOK GC Showcase Fall Schedule 2008

September 9, 2008

North Dallas, TX • 3-7pm
Plano Convention Centre

Sacramento, CA • 3-6pm
Radisson Hotel Sacramento

September 10, 2008

Charlotte, NC • 3-7pm
Cricket Arena

Ft. Lauderdale, FL • 3-7pm
Broward County Convention Center

Northern Colorado • 2-6pm
The Ranch: Larimer County Fairgrounds

September 11, 2008

Jacksonville, FL • 3-7pm
Jacksonville Marriott

September 17, 2008

Norwalk, CT • 3-7pm
Norwalk Inn & Conference Center

Columbus, OH • 3-7pm
Makoy Center

Minneapolis, MN • 3-7pm
Minneapolis Convention Center

San Antonio, TX • 3-7pm
San Antonio Marriott Northwest

September 18, 2008

Cherry Hill, NJ • 3-7pm
Crowne Plaza Cherry Hill

Baltimore, MD • 3-7pm
M&T Bank Stadium
"Home of the Ravens"

(This event is in conjunction with the ABC Baltimore Chapter)

Grand Rapids, MI • 3-7pm
Frederik Meijer Gardens
& Sculpture Park

Houston, TX • 3-7pm
Houston Hobby Airport Marriott

Fresno, CA • 3-7pm
Radisson Hotel Fresno

September 25, 2008

Tucson, AZ • 3-7pm
Holiday Inn Palo Verde

San Diego, CA • 3-7pm
Doubletree Hotel
San Diego-Mission Valley



Building Top Retail & Hospitality Chains Nationwide:

- Abercrombie & Fitch
- Burlington Coat Factory
- PetSmart
- Aéropostale
- CVS Pharmacy
- Radio Shack
- Applebee's
- Dollar Tree
- Rite Aid
- AutoZone
- Dunkin Donuts
- Sam's Club
- Babies R Us
- Foot Locker
- Starbucks
- Bath & Body Works
- Gap, Inc.
- The Home Depot
- Best Buy
- GNC
- Taco Bell
- Brookstone
- Holiday Inn Hotels
- Toys R Us
- Burger King
- LensCrafters
- Wal-Mart

The Project Leads You Want – Easier and Faster to Find!

New “Quick Search” feature now available in BB-Bid

As the number of projects in the BB-Bid Project Network continue to increase, Blue Book Customers now have a tool to quickly and easily sort through their project leads to find the specific opportunities they want to bid on.

The Blue Book has introduced new functionality into the BB-Bid Network that enables Customers to quickly drill down through all their Blue Book project leads, including direct invitations to bid, to select projects by:

- Geographic region
- Owner type
- Project type
- Structure type
- Keyword

Quick Search will help you narrow down and find the project leads you are currently interested in to find *the specific projects* you want to bid.

The project leads YOU want, WHERE you can work them – in the network...the BB-Bid Project Network!



For more information on this new feature, please call your local Blue Book Account Manager or a BB-Bid Support Specialist at 888-303-2243. ◆

Simply log on to BB-Bid and go to the “My Leads” tab. Click on the “Active Leads” tab to get started using Quick Search.



Connecting Suppliers with the Contractors that need their products – quickly, easily and online!

BB-Supply continues to grow as a valuable tool for Blue Book suppliers and contractors. Blue Book Customers can easily promote timely sales and supply specials to targeted contractors through thebluebook.com. Contractors in the network are quickly alerted to these buying opportuni-

ties for the products they need – when they need them.

BB-Supply is an exclusive value-added service for Blue Book Supplier Customers as part of their Marketing Program. It is ideal for promoting overstock items, new product offerings, manufacturer incentives

and delivery specials.

To get connected to BB-Supply, please contact your Blue Book Account Manager or call 800-922-9962 for more information. ◆



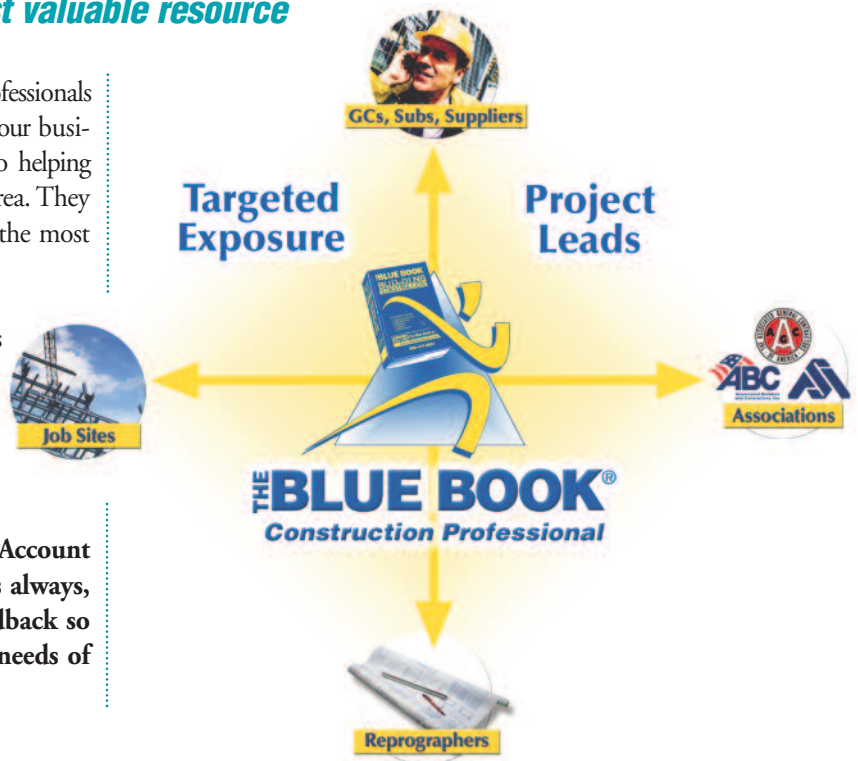
Keeping You Connected!

Blue Book Account Managers...your most valuable resource

Over two hundred Blue Book Construction Professionals are working every day to build their network... and your business. Your local Account Manager is committed to helping connect you to valuable opportunities and resources in your area. They are available to work with you and to ensure that you get the most out of your *Blue Book Marketing Program*.

From developing relationships with local general contractors and associations, to visiting area job sites, your *Blue Book Construction Professional* has the knowledge and contacts necessary to help get and keep you connected to the project opportunities you need.

The Blue Book encourages you to contact your local Account Manager – any time – at the number listed below. As always, please feel free to share your ideas, suggestions or feedback so that they may continue to meet the expectations and needs of your business. ◆



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