

# InSITE

News & Notes For The Blue Book Network

## Coming this Spring! **GC Showcase** 2006

*Looking for the hottest ticket in town this April?*

No, it's not spring training! This April, The Blue Book will be hosting the industry's ultimate networking events throughout the country's major markets. These local trade show type events provide an ideal opportunity for general contractors, subcontractors and suppliers to come together in person, under one roof – AND at no charge! There is absolutely no fee to exhibit or to attend. The Blue Book even provides complimentary drinks and hors d'oeuvres.

The 2006 GC Showcases demonstrate The Blue Book's commitment to connect construction buyers and sellers through every medium available.

**For General Contractors** (or anyone who manages projects and hires subcontractors and suppliers): The Blue Book GC Showcases provide a forum to meet and qualify local subcontractors and suppliers for current and future projects. A free exhibit space and table will be provided for displaying pre-qualification forms, company brochures, project plans, etc.

**For Subcontractors and Suppliers:**

These local shows provide an effective way to promote your services to the local GCs you want to reach! Attendees are encouraged to bring plenty of business cards and fill out pre-qualification forms for those companies whose projects they choose to bid on.

"It's not often that buyers of construction products and services get a no cost

opportunity to meet and qualify local vendors in one place, at one time. The Blue Book is dedicated to bringing the two together with as many tools as possible. Now, we bring you the 'ultimate networking tool'...the GC Showcase," explained Rich Johnson, General Manager of The Blue Book.

**Don't miss GC Showcase 2006!**

*For a complete schedule of the April events, see page 2 inside.*

**Exhibitors:**

Call 1-800-922-9962 or visit: [www.thebluebook.com/gcshowcase](http://www.thebluebook.com/gcshowcase) click on your region of interest and fax back the corresponding registration form.

**Attendees:**

Call your local Blue Book Account Manager or 1-800-431-2584 (ask for the GC Showcase Department) or visit: [www.thebluebook.com/attendee](http://www.thebluebook.com/attendee) click on your region of interest and fax back the corresponding registration form.◆



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## GC Showcase 2006: More Opportunities on the Way!

### 2005 Events Set the Stage

The Blue Book hosted the first series of GC Showcases in seven locations nationwide throughout the later half of 2005. Close to 150 exhibiting general contractors and nearly 1,500 subs and suppliers made these regional networking events a huge success!

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*"This was the best networking event I have ever been to!"*  
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*"We have never been able to compile a sub list like this from anywhere!!!"*  
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*"I have never been to such a productive event."*  
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*"I was surprised that over two-thirds of the people I spoke with I was never aware of!"*  
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*"Sign us up right now for next year's show! We would love to be involved again."*  
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Exhibitors ranged from small local general contractors to large national firms.

The overwhelming success of these events and repeated requests from Blue Book users inspired GC Showcase 2006! Increasing to 20 regional events in April and an additional 10 following later in the year, GC Showcase 2006 will provide another no cost opportunity for both local companies who have projects to bid and companies looking to bid on those projects.

The Blue Book would like to extend special thanks to all those who participated in GC Showcase 2005. We hope to see you again this year! ◆


**THE BLUE BOOK®** April 2006  
**Event Schedule**

#### April 20, 2006

New England	Sheraton Needham Hotel	4-8pm
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#### April 25, 2006

New York	Crowne Plaza Hotel-LaGuardia	5-9pm
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Dallas	Wyndham Arlington Hotel	4-8pm
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Virginia	Crowne Plaza Richmond Hotel	4-8pm
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New Jersey	Rochelle Park Ramada	4-8pm
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Florida	Marriott Orlando Downtown	3:30-7:30pm
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Los Angeles	Pacific Palms Conference Resort (formerly the Industry Hills Sheraton)	3-7pm
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San Francisco	Santa Clara Convention Center	4-8pm
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Atlanta	The 1420 Room	4-8pm
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#### April 26, 2006

Cleveland	Embassy Suites Hotel Cleveland-Rockside	4-8pm
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Cincinnati	Sharonville Convention Center	4-8pm
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Houston	Westin Galleria & Westin Oaks Hotel	3-7pm
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Pennsylvania	Crowne Plaza Valley Forge	3-7pm
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North Carolina	Best Western Charlotte-Uptown	3-7pm
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Chicago	Drury Lane Oakbrook Terrace	3-7pm
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Seattle	Spirit of Washington Event Center	3-7pm
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#### April 27, 2006

Michigan	Sheraton Detroit Novi Hotel	4-8pm
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Colorado	Invesco Field at Mile High Stadium	3-7pm
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Arizona	Hilton Phoenix Airport	3-7pm
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Sacramento	Radisson Hotel Sacramento	4-8pm
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## More Registered Users...More Tools...More Projects



### BB-Bid Network Continues to Grow

Over 8,000 general contracting firms nationwide are now registered for BB-Bid! These GCs are part of a network that averages over 250,000 project messages weekly!

In addition to having the ability to access The Blue Book's database of over one million company listings, recent enhancements ensure that these GCs can also easily manage and message their private vendors within BB-Bid. Easy uploading of private vendor lists as well as an enhanced "Vendor Wizard" provide general contractors with the capability to add or delete the specific vendors they want to receive their invitation to bid. Now general contractors can message exactly the list they want – whether from their private vendors or those in The Blue Book database – within one system.

BB-Bid, like all of The Blue Book's products and services, will continue to add new features and enhancements to meet the changing needs of construction professionals. The Blue Book is committed to investing every resource possible to connect buyers and sellers with smart, productive and cost-effective tools that work as hard as they do. ◆

### BB-Bid Private Online Plan Room

The BB-Bid Private Online Plan Room was honored in the year-end, "Best of 2005" issue of *Construction Executive Magazine*.

Simple to use, this private plan room allows invited subs and suppliers to easily view project plans and specs. General contractors can either digitally upload their project's plans and specifications themselves or send them to The Blue Book. The Blue Book will convert the paper or digital documents into the industry standard PDF (Portable Document Format) for easy viewing and printing.

General contractors control the access to their private online plan room through the "Invitation to Bid" process. Only those subs and suppliers that receive the ITB will be allowed access to the GC's plan room. The sub/supplier can view all drawings and even keyword search the specification book to quickly locate the pages that specify the products, materials and equipment specific to their trade.

General contractors have the option to use BB-Bid's online print ordering option or add their own reprographer. In addition, The Blue Book can generate reports that identify plan room visitors and the documents they ordered.

Visit BB-Bid today at [thebluebook.com](http://thebluebook.com) and check out the BB-Bid Private Online Plan Room. It's simple to use, and best of all – it's free! ◆



### Digital Take Off Tools Improve Productivity for BB-Bid Users

BB-Bid users now have three choices for digital take offs directly through the BB-Bid Private Online Plan Room!

For quick online measurements...

1. **Brava Reader** (Free download)  
[www.bravaviewer.com/downloadreader.html](http://www.bravaviewer.com/downloadreader.html)

2. **Adobe Acrobat 7.0 Professional Viewer**  
[www.adobe.com/products/acrobatpro.main.html](http://www.adobe.com/products/acrobatpro.main.html)

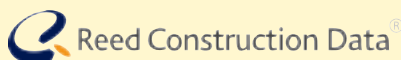
For a complete digital take off...

3. **Quest Solutions** ([www.questolutions.com](http://www.questolutions.com)) is now offering a customized version of their premier digital take off tool. *Quest Takeoff* is now available at a special discounted rate of only \$149 exclusively for all BB-Bid users! The software has all the capability of the premier version (a \$2,995 value) but works only with plans downloaded from BB-Bid Online Plan Rooms. You will have the option to order this customized version direct from the Plan Room. ◆



To register for BB-Bid or to schedule a personal tutorial, log on to [www.thebluebook.com](http://www.thebluebook.com) or call 888-303-2243

Monday-Friday, 8:45am to 8:00pm (EST)



### Leading Construction Information Provider Selects BB-Bid for Integration!

Reed Construction Data® recently selected BB-Bid as its choice for the Reed Private Plan Room. Reed Private Plan Rooms now offer the power of the BB-Bid online bid management technology, fully integrated into one comprehensive easy to use solution.

"With the seamless integration of the BB-Bid online bid management technology, we believe that

we now bring the best-of-breed solution to the construction industry. We are very excited about this agreement and feel that it's part of our commitment to continue to offer more value to our customers", said George Haddad, Vice President of Product Management, Business Development and Marketing at Reed Construction Data. ◆

## Blue Book News You Can Use...

### *New Regional Coverage...in Print and Online!*



#### **The Complete Texas Connection**

Adding to existing regional editions in Dallas and Houston – The Blue Book introduces its latest print directory – *The San Antonio/Austin Blue Book!* Coming in print January 2007 or search online today! ◆



#### **Viva Las Vegas!**

Search the new *Las Vegas Online Edition* – coming March 2006...only at [www.thebluebook.com](http://www.thebluebook.com) ◆

### **Join the Fleet!**

The Blue Book introduces a brand new classification for 2006:

#### **Truck Centers – Construction**

Commercial dealerships that primarily sell specialty trucks (box/cargo, utility, mechanical, stake bed, etc.) Every Blue Book user will benefit from the addition of this new classification! ◆

#### **Related Headings:**

- Contractors Equipment–Dump Trucks
- Contractors Equipment–Truck Equipment & Accessories



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