

# Associated Builders and Contractors

## Your Competitive Edge!



Advancing and defending the principles of the **merit shop** in the construction industry and providing members with the opportunity to **succeed**.



## Vision Statement

ABC Keystone members, companies, and their associates achieve the American Dream in the spirit of free enterprise.

# ABC...

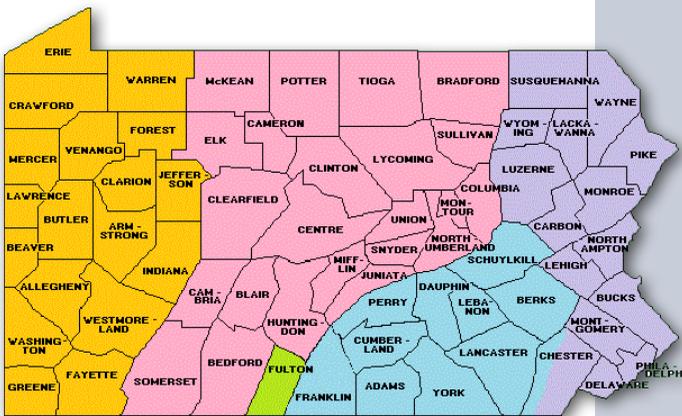
## The Merit Shop's Most Vigorous Advocate.

ABC's core purpose is to advance and defend the principles of free enterprise in the construction industry and to provide members and their employees with an opportunity to succeed.

In 1950, seven contractors gathered in Baltimore, Maryland, to create an association based on the shared belief that construction projects should be awarded based on merit to the most qualified and responsible low bidders, regardless of their union affiliation.

Today, ABC is a powerhouse with 69 chapters and over 21,000 members. It is one of the leading organizations representing America's business community and the construction industry.

Covering 11 counties in south-central Pennsylvania, ABC's Keystone Chapter was established in 1959. The Chapter is presently headquartered in Manheim, with a government affairs office located in Harrisburg.



■ ABC Keystone's 11 County Footprint

*"The saying 'Get into politics or get out of business' is as relevant today as it was in 1950.*

*ABC's involvement with political activities in both Harrisburg and Washington D.C. allows member companies to focus on running their businesses with the assurance of knowing that ABC has their backs and is watching out for the interests of the construction industry."*

– Donna J. Shoff, H.L. Wiker, Inc.

## The Merit Shop Philosophy.

At the heart of ABC's philosophy is the commitment to two primary principles: free enterprise and the merit shop.

We believe that free enterprise is fundamental to our nation's success.

The term "merit shop" means contractors and employees should be selected and rewarded based upon their performance, regardless of union affiliation.

# Membership Benefits.

- Government affairs and political action to defend your rights and ensure your voice is heard in government, protecting your business and livelihood.
- Legal services to protect your business.
- Business development tools to grow your company, helping you build and maintain relationships.
- Networking opportunities to connect you with your peers and industry leaders.
- Education and training programs to increase productivity and profits.
- Safety services and training for safer employees, to reduce time loss and lower workers' compensation rates.
- Customizable training available to suit the needs of your team.
- Federal- and state-approved apprenticeship and craft training in a variety of skilled trades to increase the knowledge base of your employees.
- Student outreach and workforce development to build the construction industry's future workforce.
- Exclusive affinity programs providing deep discounts to ABC member companies and their employees!

ABC helps our members **win work**  
and deliver that work  
**safely, ethically, and profitably.**

*"ABC Keystone is by far the best construction organization of which we are a part, and our membership is impactful for our sales, operations, and executive teams. The training received and relationships built with other members are life lasting. ABC has also helped us raise the bar on safety. I don't know how we did it without them."*

– Joe Finkey, Martin's Flooring, Inc.



# Government Affairs. Political Action. Legal Resources.

Protecting Your Company. Electing Advocates for Free Enterprise.  
Access to the Best Legal Advice in the Industry.

*ABC's Grassroots Network* – Adding your voice to educate elected officials on policy issues that impact the construction industry.

*National and State Political Action Committees (PACs)* – Political activity that supports and endorses state and federal candidates running for office that are committed to free enterprise and the merit shop philosophy.

*The Free Enterprise Alliance (FEA) and "Advancing the American Dream" Fund* – Dedicated issue advocacy funds which educate voters about our issues and the importance of free and open competition.

*Legal Resources* – Providing high-quality legal services that connect you to an ABC-appointed attorney, plus technical assistance on complex labor law to ensure your employees are safe and your business is compliant.

*Dedicated Staff* – A connected government affairs team keeping you informed and plugged into all that is happening in Harrisburg and Washington, D.C.

*ABC Pennsylvania* – ABC Keystone is a member of a statewide body representing all Pennsylvania chapters for the purpose of carrying a unified voice to support or defeat public policies.

## Business Development.

Helping Your Business Grow and Prosper.

Whether your company is just starting out, or well-established and rock solid, business development never stops. It is an ongoing process that gives your company the competitive edge.

ABC "gets it" when it comes to business development, and we provide you with a multitude of business development tools, as well as local and regional networking opportunities, that help make a significant difference for your business!

*Excellence In Construction Awards* – Publicly recognizing the "best of the best" ABC member projects, while promoting ABC member companies, boosting visibility and satisfaction with owners.

*Craft Professionals of the Year Awards* – recognizing top field professionals based upon mastery of skills, safety performance, jobsite performance, productivity and leadership.

*AQC (Accredited Quality Contractor) Credential Program* – Publicly recognizes and honors those construction firms which have documented their commitment in five key areas of corporate responsibility.

# Education. Training. Workforce Development.

## Increasing Your Productivity and Profits.

ABC provides a variety of opportunities to keep your employees sharp and productive through education and training. Whether it's apprenticeship, field personnel, supervisory or management training, we're here to help you and your employees stay at the leading edge of the industry, while helping to grow your profits.

*Pre-apprenticeship* – Preparing students for apprenticeship.

*Registered Apprenticeship* – Helping you to develop your own workforce.

*Crew Leader Training and Superintendent Training* – Assisting you in planning and developing your employees' career paths.

*Career Development Training* – Blueprint reading, leadership development, human resources, personal development and more. The bottom line is: We've got you covered for training!

*Customized Training* – Tailoring training to your company's needs at your location or at your location or at ABC's training facility.

*Workforce Development* – ABC is a leader in educating tomorrow's workforce about the tremendous opportunities available through a career in construction.

To further the development of the construction workforce, ABC has an active outreach to area middle school and high school students and career and technical centers. *Plus*, ABC member employers and employees visit with students in the classroom about their own experiences and promote numerous opportunities in the construction industry.

ABC offers scholarships that encourage the study of construction management and trades, and also mentors a student chapter at an area university.

### **Skilled Trades Training Available:**

- Carpentry
- Construction Craft Laborer
- Electrical
- HVAC
- Heavy Equipment Operator
- Masonry
- Plumbing
- Sheet Metal



Visit [abckeystone.org](http://abckeystone.org) for more information

# Safety Services.

Fewer Accidents. Safer Employees. Increased Productivity.

*STEP (Safety Training Evaluation Process) Safety Management Process* – Benchmarking tool measuring safety program effectiveness and management's commitment to safety.

*Free 1-Hour Safety Consultation Services* – Advice to improve your safety performance.

*Safety Consultation Services* – Available through our in-house Director of Safety Services, either by the hour or by a contracted block of time at exclusive member rates. STEP participants receive even greater discounts - it pays to be safe!



Leadership Commitment

Cultural Transformation

Process and Systems

Results

**ABC STEP**  
Associated Builders and Contractors

Make **SAFETY** a part of your company's **DNA**

Start your safety journey today. Visit [abc.org/step](http://abc.org/step).

*Safety Classes* – OSHA 10-hour and 30-hour, CPR/AED/Basic First Aid and more.

*Safety Products* – Sample programs, tool box talks, product discounts and more.

*OSHA Partnership* – Better health and safety for construction workers is the goal of the strategic partnership launched by ABC Keystone and the U.S. Department of Labor's Occupational Safety and Health

Administration (OSHA). Objectives of the partnership include reducing injuries from falls, struck-by and caught-in mishaps, and electrocutions, as well as mentoring STEP applicants to move from Bronze to Diamond Levels.



**ABC Keystone has the safety resources you need!**



Visit [abckeystone.org](http://abckeystone.org) for more information

# Business Discount and Affinity Programs.

## Saving Your Company Money and Offsetting Your Membership Dues Investment!

ABC membership entitles you to significant discounts on a variety of business products and services.

Here are just a few of the discounts you can receive as an ABC member:

- *Vehicle Fleet Management with Enterprise Fleet Management* – ABC members can save up to 15% on their fleet operational expense and receive the most aggressive manufacturer incentives in the industry.
- *Vehicles* – ABC members can take advantage of discounts with General Motors and Nissan. *Some motor vehicle company discounts extend to employees, as well.*
- *Verizon Wireless* – Discounts on phones, accessories and monthly calling plans – *also extends to employees.*
- *AutoZone* – Vehicle parts and accessories discounts
- *Lowe's Pro* – Discounts on materials, tools and supplies
- *FedEx* – Save up to 29% on select shipping services.
- *Office Depot* – Savings on 30,000 office products.

*And more!* To learn more about all of the ABC member discount programs, visit [abc.org/discounts](http://abc.org/discounts).



**START  
SAVING  
TODAY**

**SPECIAL DISCOUNTS  
FOR EMPLOYEES OF  
ABC MEMBERS**

# The Mission of ABC Keystone

is to be the leading authority in the construction industry by:

- Promoting, protecting, and defending free enterprise in construction.
- Promoting, protecting, and defending principled competition for our members.
- Providing Gold Collar Careers through educational and training opportunities.
- Expanding business development opportunities.

## ABC Keystone Chapter Office

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Associated Builders and Contractors

## Keystone

[abckeystone.org](http://abckeystone.org)

