

# ABC's Strategic Partners Your Allies in Success

Partnering With Contractors—Providing Solutions





THE  
Contractors  
PLAN®  
Provided by Fringe Benefit Group



**PROCORE**



**Southwire®**



**Tradesmen**  
INTERNATIONAL™



**United  
Rentals®**



ABC's strategic partners are eight unique companies that are hand-selected to help contractors win and deliver work safely, ethically and profitably for the betterment of the communities in which ABC and its members work. The strategic partners provide business-advancing solutions and deliver subject matter expertise and educational resources to help members overcome industry challenges to improve project performance and grow their businesses.

ABC's strategic partners can answer your most pressing questions. Find out how their solutions will drive your business forward!

[abc.org/strategicpartners](https://abc.org/strategicpartners)



ABC Strategic Partner



Are you ready to protect your company by minimizing exposure to risk and profit loss?

CNA can help you find the right solutions to protect your bottom line with industry-specific coverage.

**Better understand the risks and challenges facing contractors—**  
CNA has a dedicated construction business unit with both underwriters and risk control.

**Achieve the best claim outcomes—**  
Our specialized claim unit is focused only on construction defect claims and utilizes their expertise for you.

**Bid work carefree of insurance requirements—**  
Take advantage of the financial strength of CNA.

CNA is proud to be ABC's strategic partner focused on advancing industry best practices in the field of construction safety. Since our partnership formed on Jan. 1, 2012, CNA has provided ABC chapters and members with access to our vast library of safety resources, provided subject matter experts to ABC committees and enhanced the value of ABC's STEP Safety Management System.® In addition, CNA is the sponsor of ABC's annual National Safety Excellence Awards and co-sponsor of ABC's Contractor of the Year Award.

CNA's School of Risk Control Excellence (SORCE®) provides programs that address many of the loss drivers faced by those on the jobsite and includes courses on fall protection, incident reporting, ladder safety, manual material handling, fleet safety, driver distractions and driver fatigue, as well as a course on helping those injured on the jobsite return to work as soon as medically appropriate.

For more information  
on CNA's construction  
offerings, visit [abc.com/cna](https://abc.com/cna).



# ABC Strategic Partner



THE  
Contractors  
PLAN®  
Provided by Fringe Benefit Group

Is navigating prevailing wage complexities and administrating your employee retirement plan giving you a headache?

The Contractors Plan is your trusted partner for compliance, products and benefits administration.

**Compete for, win and stay compliant on prevailing wage projects**—The Contractors Plan offers bona fide fringe benefit-compliant programs.

**Engage with experts in meeting the strict requirements of local, state and federal prevailing wage laws, including the Davis-Bacon Act**—With over 40 years of experience, we have become experts on these challenges, providing you the insight you need.

**Rely on dedicated support**—The Contractors Plan created the first U.S. Department of Labor-approved trust for merit shop contractors and remains dedicated to helping ABC contractors compete.

The Contractors Plan is dedicated to helping ABC contractors compete by providing comprehensive health and retirement benefit solutions.

Our advanced, proprietary technology is flexible and easy to use, reducing the challenges of offering benefits to a geographically dispersed variable hour skilled labor force. Employee engagement and enrollment are simplified through a single-source integrated benefits portal for viewing fringe contributions and allocations to individual benefits, including retirement, medical, HRA, dental and other employee benefits.

For more information on compliance, products and benefits administration, visit [abc.com/thecontractorsplan](https://abc.com/thecontractorsplan).





Do you need the right equipment to get the job done efficiently and safely so you can work faster and do more?

JLG is your solutions provider for both equipment and training to help you conquer jobsite challenges with confidence.

**Work safely at height**—JLG offers a full line of aerial work platforms, telehandlers, stock pickers, mast booms and equipment accessories to meet the needs of jobsites where people and materials need to be at height. We are a safety company—It's the principal on which we were founded, and it remains at our core since 1969.

**Advance knowledge and skill**—JLG provides training for machine operators and service technicians. Our Train-the-Trainer program provides your trainers with all the tools needed to qualify operators and graduates can use JLGU to manage their operator training programs.

**Experience cutting-edge technology**—We are technology-driven—55 years and counting. JLG is at the forefront of equipment electrification, active safety technologies, connected solutions and autonomous operation of equipment.



As the No. 1 access equipment manufacturer in the world, JLG connects your industry with equipment for a wide variety of applications. Options start at ladder replacement products and extend all the way to lifts that allow you to work at 185 feet. Our popular line of telehandlers complements our traditional mobile elevating work platform products, allowing you to lift, move and place a wide variety of materials around the jobsite.

But at JLG we are more than just an equipment provider and market leader. We are pioneers. Our founder John L. Grove invented the aerial work platform that spurred the access industry 50 years ago. Today, we continue to develop it through advanced technology and services that deliver tangible value to businesses like yours.

Since 1969, we've been innovating solutions to enable workers to work safer at height. Now, we've teamed up with ABC to make our equipment and training solutions available to chapters and their members across the United states.

For more information on equipment and training solutions, visit [abc.com/jlg](https://abc.com/jlg).



## ABC Strategic Partner



Are you ready to advance safety and efficiency with industry-leading tools and products designed to make your jobsite safer?

Milwaukee Tool brings you cutting-edge solutions to enhance productivity and craftsmanship, delivering innovative solutions with unmatched durability for 100 years.

**Experience trade specific support**—We have a vertically focused team with over 200 user-dedicated general contractor, mechanical, electrical, power utility and safety team members.

**Gain advanced tool and safety training**—All field members are OSHA 30-trained to offer tool safety training at the office or jobsite. Milwaukee H.D.A. programs are developed to suit the specific needs of each contractor.

**Engage with development**—We continue advancements through user engagement and future product development such as apprenticeship training and product development research.

Milwaukee Tool provides ABC chapters and contractor members with solutions for a safer, more profitable and more productive jobsite. Since the company began in 1924, Milwaukee Tool has led the industry in developing innovative solutions that deliver increased productivity and unmatched durability for professional construction users. We are dedicated to delivering a continuous flow of advanced, trade-specific solutions.

We set ourselves apart by developing a unique ecosystem within our cordless tools consisting of battery pack technology, motors and tool electronics. Additionally, we made the strategic decision to design, develop and manufacture our own battery packs and motors in-house, while investing in electrical engineering resources to design and develop leadership in electronic capabilities; it's something unique within the industry. Milwaukee Tool is the official tool sponsor of ABC's National Craft Championships.

For more information on industry-leading tools and products, visit [abc.com/milwaukee](https://abc.com/milwaukee).



# PROCORE

Are you struggling to maximize productivity, protect profits and advance efficiency?

Procore's construction-focused software helps you do more with less.

**Collaborate from field to office—**

Mobile collaboration tools make it easy for field teams to fill out logs and access the most recent documents, even when offline.

**Stay on schedule and on**

**budget—**See a unified view of project performance to understand what needs to get done each day to prevent rework.

**Understand the financial health of**

**your project—**Get real-time insight into the financial health of your projects with centralized, accurate data connecting all stakeholders.

**Do more with less—**Specialty

contractors surveyed say the Procore allows them to manage 44% more construction volume per person.

Procore is committed to advancing the construction industry by improving the lives of people working in construction, driving technology innovation and building a global community of groundbreakers. Our connected global construction platform unites all stakeholders on a project with unlimited access to support and a business model designed for the construction industry.

Streamline every process from pre-construction to closeout. Build with less risk and bigger profits. Access the right tools to manage your projects, available on any device. Work more efficiently, communicate better and build faster from a single source of truth.

For more information on improving your outcomes, visit [abc.com/procore](https://abc.com/procore).



ABC Strategic Partner



**Southwire**<sup>®</sup>

Are you looking for innovative solutions to improve speed, safety and product training?

Southwire brings the innovation, expertise and responsiveness you need to make your project a success.

**Building the next generation of electricians**—Tools and training support donation to chapters helps to develop the next generation of our workforce.

**Avoid long lead times on obtaining wire and do more with less**—Southwire's Speed Services offers you solutions for urgent needs and its Simpull Solutions System drastically decreases labor required.

**Optimize your approach to difficult wire pulls**—The free planning tool, Simpull Calculator, optimizes jobsite installations.

Southwire manufactures half of the cable used in the transmission and distribution of electricity across America, and more than half of the copper rod made around the world is produced with Southwire Continuous Rod (SCR®) technology. Our tools and equipment business continues to grow, and our wire plays a key role in the manufacturing of other products, including automotive wiring harnesses and electrical motors.

At Southwire, we work hard every day to discover, develop and distribute sustainable solutions that exceed the expectations of our stakeholders around the world. In doing so, our goal is simple: We want to go from good to great. We continue to build on our seven decades of rich history by looking to the future—a future where needs will be met through high-end systems and solutions, and a future guided by the technologies, forces and trends shaping our industry. Wire is the starting point. Every challenge. Every day.

For more information  
on Southwire, visit  
[abc.com/southwire](https://abc.com/southwire).





Are you concerned about key labor shortages, safety and compliance and rising labor and benefit costs?

Tradesman International helps contractors meet skilled workforce requirements, increase workforce productivity and reduce labor-related costs through custom staffing solutions.

**Fill labor shortages swiftly**—Tradesmen International offers a vast and diversified pool of skilled craftspersons, including carpenters, electricians, welders and more. With our extensive nationwide network, we can connect contractors with experienced tradespeople, mitigating the impact of labor shortages.

**Reduce on-site accidents**—We prioritize safety through our comprehensive safety training and compliance programs. We ensure that our craftspersons are well-versed in safety protocols, and Tradesmen International offers craft employees the opportunity to obtain their OSHA 10 certification.

**Control expenses and enhance project efficiency**—Tradesmen International provides a cost-effective labor solution by offering a variable workforce. Contractors can scale their labor force up or down as needed, reducing overhead costs associated with full-time employees. Our skilled craftspersons can increase project efficiency, minimizing delays and boosting profitability.



Tradesmen International has met the skilled labor requirements of commercial, residential and industrial merit shop contractors for over 30 years. During that time, Tradesmen has remained focused purely on the skilled trades. This ongoing emphasis, coupled with continual advances in their employee recruitment, development and retention efforts, has resulted in one of the construction industry's leading craft workforces, which now exceeds 10,000 employees who emphasize safety, productivity and craftsmanship.

Our exceptional craft fill rate percentage on client orders is attributed to the fact that each service representative is thoroughly trained in "Construction Labor Management," a proprietary curriculum centered on workforce productivity augmentation. Ultimately, reps engage actively in client labor planning sessions, working with client office and site management to better understand their short- and long-term skilled labor requirements. This close partnership enables Tradesmen to better meet an ever-fluctuating labor need by accurately reserving, in advance, trade professionals who meet project specifications.

For more information on  
Tradesmen International,  
visit [abc.com/tradesmen](http://abc.com/tradesmen).





Are you looking to simplify the complexities of equipment tracking, monitoring, training and availability?

United Rentals is your solution to quality equipment ready to go, and expert solutions to get the job done while building a better future and a safe, productive and sustainable worksite.

**Simplify account management, tracking and monitoring equipment**—United Rentals uses advanced telematics technology to track and monitor rented equipment remotely. This helps contractors ensure that equipment is being used efficiently. Contractors use their online portal to simplify the billing processes, eliminate paperwork and provide reporting and key performance indicators to help ensure they align with customer desired outcomes.

**Upskill with equipment training and support**—United Rentals offers online resources, in-person training, tutorials and training videos that can assist contractors in understanding and operating different types of equipment effectively and safely through the United Academy.

**Experience diverse equipment availability and sustainability**—We offer you a one-stop shop experience. From general equipment, trench solutions, power/HVAC, climate solutions, fluid solutions, storage containers and mobile offices, tool solutions, commercial trucks, flooring and portable restrooms, we have what you need. Our innovative solutions help contractors meet their own environmental stewardship goals, and our advanced rental fleets help our customers reduce their emissions.

We work together with our customers, communities and employees to find solutions with a shared commitment to service and safety. To us, this is a simple but powerful notion we call Work United.™ It's a shared mindset—one of partnership that helps us face any challenge, together.

Whatever your project demands, whenever the demand arises, we're here to help with the largest, most diverse fleet in the industry and digital tools that understand the human side to hard work. United Rentals is the world's largest and most versatile equipment rental company, offering rentals, expertise and digital solutions to be your one-stop partner. With more than 1,270 locations in North America, a growing international footprint and 20,000 dedicated team members, United Rentals can help you meet the demands of any and every job—24/7.

For more information  
on United Rentals, visit  
[abc.com/unitedrentals](https://abc.com/unitedrentals).





Contact Emma Vogel at [vogel@abc.org](mailto:vogel@abc.org) for more information.

[abc.org/strategicpartners](http://abc.org/strategicpartners)