



NEWS RELEASE

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FOR IMMEDIATE RELEASE

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Subcontractors: Improve Your Next Contract's Terms and Conditions

ALEXANDRIA, Va. — Nobody likes to do business completely on someone else's terms. One of the greatest fears a construction subcontractor has is being forced to accept onerous contract terms and conditions in order to secure work. Indeed, with terms such as pay-if-paid and broad-form hold harmless pervading contracts, compromising principles can prove to be both risky and expensive. An easy way subcontractors can prevent this from happening is by conditioning their bids.

Conditioning a bid occurs when a subcontractor is able to include in its bid package a document that defines terms and conditions on which the bid is contingent. This may be possible only if the subcontractor is not required to bid the general contractor's/construction manager's terms and conditions. Learn how to use this effective method, including how and when to employ the ASA *Subcontractor Bid Proposal* form by purchasing the most recent multimedia CD-ROM published by the Foundation of the American Subcontractors Association (FASA), "Bidding Smarter With Bid Conditions."

Presented by Scott Holbrook, Esq., of the law firm of Crawford & Bangs, Covina, Calif., the webinar recording contained on this easy-to-use CD-ROM offers advice on how to firmly establish your company's acceptable terms and conditions, or starting-points for negotiating mutually acceptable terms and conditions, before you see your client's proposed contract.

The "Bidding Smarter With Bid Conditions" CD-ROM contains an audio-visual recording, a media player to install on your computer, and installation instructions. The cost is \$65 for members of the American Subcontractors Association and \$95 for nonmembers. Order this resource online through FASA's Contractors' Knowledge Depot at www.contractorsknowledgenetwork.org or call toll-free 1-888-374-3133.

FASA was established in 1987 as a 501(c)(3) tax-exempt entity to support research, education and public awareness. Through its Contractors' Knowledge Network, FASA is committed to forging and exploring the critical issues shaping subcontractors and specialty trade contractors in the construction industry. FASA works to improve the business practices in the construction industry through research, education and the dissemination of information.

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Media contacts: Call (703) 684-3450, Ext. 1317, for a review copy of the CD-ROM.