

# Here's How You Can Use Dodge Reports...

## Pre-Planning

- Project is contemplated.
- Owner is identified.
- No architect selected.

Record date: 9/10/99	Last report: 8/10/99	First report: 8/10/99	Dodge project #890000450-1
<b>Office Building</b> 5 Main St., Mahwah NJ. (Bergen Co.)			<b>Pre-planning</b> Target Bid Date 2/1990 Project Estimate \$3,000,000 Year of issue New
Status: Proposed construction, site purchased, architect to be selected in one month. Method of contracting: GC to be competitively bid. Owner: Grant Development Company, Andrew Smith (Vice President), 2160 Louis Road, Ft. Lee NJ 07470, (201-694-6070). Architect: To be selected. Structural information: 3 stories above grade / 30,000 total square feet.			<b>Dodge Reports</b> For Peer Construction Co.
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## Action Steps

- Contact the Owner to pre-sell or negotiate an agreement for product, service or trade.
- Mail product literature.
- Relay the information to an architect with whom you work.

## Planning

- Architect has been selected.
- Plans are in progress.

Record date: 10/10/99	Last report: 9/10/99	First report: 8/10/99	Dodge project #890000450-2
<b>Office Building</b> 5 Main St., Mahwah NJ. (Bergen Co.)			<b>Planning</b> Target Bid Date 2/1990 Project Estimate \$3,000,000 Year of issue New
Status: Architect selected, preliminary plans in progress, scheduled for bids in February. Method of contracting: GC to be competitively bid. Owner: Grant Development Company, Andrew Smith (Vice President), 2160 Louis Road, Ft. Lee NJ 07470, (201-694-6070). Architect: Michael Miller, 3301 Elm St., Paramus NJ 07652, (201-999-1010), Fax: 201-123-4567. Structural engineer: Paul Beck Assoc., 122 Parish Dr., Wayne NJ 07470, (201-694-6070). Structural information: 3 stories above grade / 30,000 total square feet / site work: landscaping / foundations: spread footings / slab-base: slab-on-grade / building frame: structural steel frame / floor construction: metal deck with concrete decking / floor support: metal joists / roof construction: metal deck with concrete topping / stair system: steel plate.			<b>Dodge Reports</b> For Peer Construction Co.
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**This Report:** tells you the architect and structural engineer have been named, gives you their names, addresses (including zip codes), telephone numbers and fax numbers... and lists more data on the project, including a description of the project's content.

## Action Steps

- Contact the Architect and/or Engineer to review product applications, obtain product approval or influence specifications.
- Provide project manager with pertinent product literature.
- Ask for follow-up time frame. Suggest an appointment to discuss ideas, applications.
- Contact owner.
- Determine if project is not "right" for you—pass up marginal jobs.
- Use personal calls or direct mail — attempt to negotiate a contract.