

# C O L U M N S

## A ROUNDTABLE DISCUSSION: **STARTING YOUR OWN DESIGN FIRM**

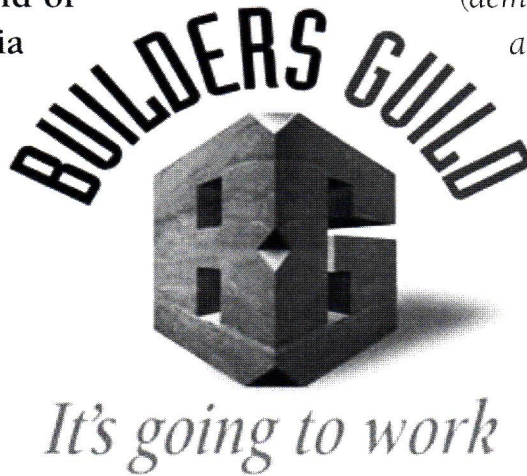
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# The Pride of Craftsmanship, the Power of Partnership.

A new way of doing business,  
The Builders Guild of  
Western Pennsylvania

The VALUE of Union Construction . . .  
(demonstrated, signed, sealed  
and delivered . . .)

It's a first – The Builders Guild is an industry-wide initiative bringing management and labor unions together with a single goal; to move every construction project smoothly from concept to completion by working collaboratively as the premier providers of construction services in the region.



Customer Bill of Rights is our promise that customers receive:

- Professional, cost-conscious project management team
- Smart Business know-how
- The best trained most capable work force
- Pre-job planning through completion
- A diverse, drug-free work force
- Safe workers, safe job sites, quality performance
- Service you can count on
- Bottom line dollar-for-dollar value

**The Builders Guild of Western Pennsylvania,** . . . representing a unified construction industry of building trades unions, 33,000 skilled craftsmen, union contractors, contractor associations and industry professionals working together to deliver **value** at every phase of the construction project.

**Building quality projects on time and on budget.**

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Find out how this new and unique labor/management partnership can help you get the best return on your construction investment.

Visit [www.buildersguild.org](http://www.buildersguild.org) to learn more, obtain a comprehensive list of contacts and see projects and testimonials from satisfied customers

