



SUBCONTRACTOR PHILOSOPHY

OBJECTIVES

With nearly 50 years of proven experience in completing projects via the CM/GC and negotiated process for public and private clients alike, our subcontractor philosophy is to develop long-term, collaborative partnerships with all subcontractors that pursue work with P&C. And through “boom times” and “slow times”, our objectives remain the same: find the most professional and competitive subcontractors in the region and treat them with fairness and respect. That means:

- Quick response to your questions and requests for clarifications
- Issuing Bid Documents that are comprehensive and complete
- Support with architects and owners over changes in scope (we don't believe in making money through change orders!)
- A safe and clean jobsite
- Clear and proactive communication over schedule
- Courteous and professional behavior at all times
- Timely payment of subcontractor and supplier invoices

EXPECTATIONS

P&C has experienced great success since our founding in 1961. Our subcontractors have always come through for us, providing reasonable budgets, a high level of craftsmanship, and responsive customer service. To this end, we have high expectations of the subcontractors we select. We understand that qualified subcontractors are in demand and have other projects. But we also expect that P&C always has their full attention and that our job is a top priority. Our best subcontractors take care of their project challenges in a timely manner.....they rarely make it our problem to fix. This trait alone sets many P&C subcontractors apart from others in the construction industry.

OPPORTUNITIES

In the current market, we are very fortunate to have a fantastic group of subcontractors who we count on to submit bids on our projects and deliver on their commitments. But we are always looking to work with more of the “best and brightest” subcontractors who are good to their word, responsive to our needs, and share our values of putting the job and client first. We also believe in mentoring small and disadvantaged firms to make them successful. The long-term success of our industry, and of P&C, depends on advancing opportunities for growing new businesses.

NEXT STEP????

Put your firm on our “radar” by first filling out P&C's one-page subcontractor profile form titled “Subcontractor/Supplier profile Form (this can be found on the P&C website (www.builtbypandc.com) in our “Subcontractors” page). But please don't stop there. Filling out a qualification form these days is a necessary, yet very minor, step. It's more important that you also subsequently contact P&C's Chief Estimator, Les Jacobson, (phone: 503.665.0165 or email: ljacobson@builtbypandc.com) to further explain your firm's qualifications and types of projects you pursue. This two-step process will guarantee that you will be notified of upcoming P&C projects where your capabilities match our project objectives.

Thank you for your interest and we look forward to getting to know you more.

Steve Malany, *President*
P&C Construction