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## **Chairman's message: Work together on const. projects**

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Despite our own personal opinions regarding some of their tactics, labor unions undeniably foster a sense of belonging among their members. Unions go to great lengths to assure their members that they are stronger together than they are as individuals.

I believe we at Associated Builders & Contractors (ABC) need to do a better job at promoting the benefits of our membership and the importance of merit shop companies supporting one another. Our membership directory provides a comprehensive list of all our general contractors, subcontractors, and associate members who, among other things, provide the legal, financial, administrative, and technical support that our company's need. It is too easy to forget to look through the directory when we need a new insurance company or are seeking legal advice. Perhaps we give our business to a friend, neighbor, or local business owner without thinking of our fellow ABC member who is fighting for the same merit shop principles we all are.

Going forward, ABC will make a concerted effort to recognize "Members Working with Members." You will see examples of this in our upcoming newsletters and other publications. I am confident that our association will be made stronger when our members seek each other out for business advice or to work together on construction projects.

I challenge our entire membership to recall why you became a member of ABC. Was it because of the discounts received at a few stores or because there is a culture in Massachusetts that too often values labor affiliation over fair and competitive bidding and providing customers with value? Was it for networking, or was it because you wanted your business to be part of a team that fights for a level playing field for everyone?

The unions understand the saying, "None of us is as strong as all of us." The same goes for ABC members.

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