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**ASSISTANCE TO PRIVATE FIRMS
IN THE CONSTRUCTION SECTOR:
STRUCTURE OF PROFESSIONAL ASSOCIATIONS
IN THE U.S.**

John J. Lyons

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INTRODUCTION

The Relevance of American Associations for CSFR

Craft Guilds have a long and rich history in Czechoslovakia. A look back in history indicates that artisans, craftspeople and tradesmen have joined together in order to; promote their work, learn from one another, to establish standards and sometimes to effect the price and value of their work. Workers in Czechoslovakia, as in all countries and all cultures, understand that aligning with those of common interest and work allows a group to achieve things that an individual can not achieve on his or her own.

If Czechoslovakian Guilds and other forms of Associations have histories which date back centuries, why then are examples of American associations of value to the Czechoslovakian associations of today? The answers to this are simple and can be broken down into two general categories.

1. American associations were born into and perform within a Free Market Economy. The motivations, intentions and practices of American associations are based in the Free Market arena. The single most important function of today's Czechoslovakian association, regardless of the composition of its membership, is to prepare its members for operating in a free market system.

2. Exposure to American associations will create opportunities for collaboration and exchange between Czechoslovakian and American associations. This interaction will not only lead to the exchange of association business procedures and ideas but to joint ventures and other forms of business opportunities.

Beyond these basic advantages there is a wealth of knowledge within the collective American associations. The traditional laissez faire position of the United States Government, as it relates to private business has allowed the association to serve its membership in an expansive and productive manner. A vast majority of

American associations are business oriented as opposed to purely artistic or purely scientific. The move to a Democratic, free market economy in Czechoslovakia leaves a government with far less authority and support for private business. This radical change in governing methods combined with the vastly different economic system create enormous voids of responsibility, experience and knowledge.

American associations have assumed much of the role of filling these voids in the United States. Modeling of American associations will provide direction and choice as well as, providing the opportunity for international alignment with the American associations. American associations have raised the Association almost to an art form. The 1992 Encyclopedia of Associations lists 79,000 association in the United States. Association influence is felt in every phase of American life. In 1835, Alexis de Tocqueville wrote in Democracy in America.

"Americans of all ages, all conditions and all dispositions constantly form Associations. They have not only commercial and manufacturing companies in which all take part, but associations of a thousand other kinds; religious, moral, serious, futile, general or restricted, enormous or diminutive. The Americans make associations to give entertainment, to found seminaries, to build inns, to construct churches, to diffuse books, to send missionaries to the antipodes: in a manner they found hospitals, prisons and schools. In it is proposed to inculcate some truth or to foster some feeling by the encouragement of a great example for a society. Wherever at the head of some new undertaking you see the government of France, or a man of rank in England in the United States you will be sure to find an association."

Review Method

Information for this analysis of American associations was gathered from years of personal experience with American associations, interviews with members, directors and staff personnel of a number of active

associations and from the Encyclopedia of Associations, Gale Research Inc., 1992 and the National Trade and Professional Associations of the United States, Columbia Books Inc., 1992.

Defining the American Association

With 79,000 Associations in the United States ranging from Business & Trade to Social Welfare and Fan Clubs it would seem a difficult task to define the American association. C. Jay Judkins, Chief of the Trade Association Division of the United States Department of Commerce from 1930-1963 defined associations this way. . .

"a nonprofit, cooperative, voluntarily-joined organization of business competitors designed to assist its members and its industry in dealing with mutual business problems in several of the following areas: accounting practice, business ethics, commercial and industrial research, standardization, statistics, the promotion and relation with Government, employees and the general public."

This simple definition proves to be quite accurate across a very wide range of associations. The type of business changes but the intent, function and value of an association remains remarkably consistent. Based on many years of successful operation by American associations using the above definition, it is recommended as a good starting point.

REVIEW OF AMERICAN ASSOCIATIONS

Associations serve their membership through a number of diverse activities, all of which are designed to improve the health of the association and to create value for the membership. The breakdown of activity within American associations typically is represented under one of the following headings.

- * Increasing Membership
- * Educating its Membership
- * Establishing Professional Standards
- * Developing & Disseminating Information
- * Informing the Public
- * Exercising and Supporting Political Choice
- * Setting Safety & Health Standards
- * Interpreting & Affecting Legislation
- * Stimulating and Organizing Volunteer Efforts

The emphasis placed on each of these categories depends on; the primary activity of the membership (manufacturing, retail etc.), the original mandate or charter, the size of the organization, the financial position of the association and the maturity of the association. An association of Plumbing Suppliers (members who are manufacturers) might place more emphasis on establishing professional standards than on informing the public.

The original mandate, (Charter), will usually state that an association has been established for a specific purpose. For example; to educate the public, to improve the quality, to increase industry sales or to further research. The size of an organization will affect both the area of concentrated activity and potential impact. A small organization will typically focus on the few most important areas of concern and would not expect to be able to wield serious political influence.

The financial stability and strength of an association will determine the extent of its outreach, its political influence and its ability to staff itself. Associations with limited financial means will have little or no political impact and are likely to be staffed by an Executive Director assisted by volunteers. A well funded organization is more likely to be very effective politically (The American Rifle Association) and well staffed including political lobbyists, researchers, legal advisors and marketing experts.

MEMBERSHIP

Initially membership is built around a core of members with very common interests. They are businesses in the same field of work with similar problems and goals. The founding core of members recognize value in sharing information with their competitors and with companies banding together. The accepted belief is 'strength in numbers'.

Membership growth is built on value. An association's activities; Education, Conferences, Research & Development, Political Influence, Promotional Literature, etc. are critical in attracting new members. An association's benefits, the value which it offers its members, is understood to be the most effective way to enroll new membership. An association's reputation and public image also play a significant role. If being a part of an association will help a company gain work because of credibility or public perception companies will join.

Membership Categories

Most associations offer more than one level of membership as a way to increase their size & income, expand their influence and to offer their regular members more value. Regular Members are those who are directly involved in the industry. Example: the manufacturers of tubs, sinks and plumbing fixtures make an association of Plumbing Suppliers. This organization might have one or two other categories of membership.

- * Associate Members. 1. Suppliers of Raw materials to the Manufacturer. 2. Retail sellers of the Manufacturer's product.

- * **Affiliated Professional Members.** 1. Engineers & Architects who might specify products.
2. Legal, Accounting & Marketing companies.
3. Building Code or Governmental Officials.
4. Independent Testing Laboratories. 5. Financial Institutions.
- * **University/Student Members.** 1. Students or Faculty members. 2. University Departments or Research Labs.
- * **Related Association Members.** Many associations will swap membership with an association in a related industry or trade.
- * **Corresponding Members.** A catch all category used by some associations so as to not turn away members and membership revenues.

COMMITTEES

Associations typically set up committees in order to carry out their desired activities. The titles of these committees are self explanatory. The following is a list culled from a number of organizations. The committees and their basic function tend to be consistent from association to association.

Membership	Business Development
Quality	Research & Development
Education	Public Image
Marketing	Association Promotion
Charity	Public Service
Ethics	Legislation
Safety	Governmental Relations
Standards	Contract Documents
Legal	Accounting
Environmental	Employee Benefits

Few of the associations had all of these committees, some had more. Most of the associations have merged several of these committees under a single heading, especially the newer associations. The younger, smaller, poorer organizations typically had fewer working committees. As an organization matures and becomes more sophisticated it tends to create more specific working committees and become involved in more outwardly directed activities.

EDUCATION

A 1990 survey conducted by the Hudson Institute for the American Society of Association Executives indicates that 90% of the associations responding offer educational courses either for its membership or for the general public. Education, typically is a major activity of most organizations. Education is also used to achieve other goals set forth by the organization. For example, courses open to the public introducing products or technology specific to the association both inform the public and help to generate business for the association membership. Highly technical courses designed to offer membership improved technique or more sophisticated understanding of an area of their business could also help to establish professional standards and improve the public image of both the member and the organization.

Education is delivered most often through the following vehicles: lectures, demonstrations, interactive seminars, technical papers, apprentice or training programs, member to member and through public relations efforts. Again the size and financial strength of an organization will dictate what type of educational programs it can offer.

Lecture. The traditional lecture is a common form of education practiced by associations, especially when delivering a message to the public. An expert in a specific method, technique or business discipline will instruct and share with the participants expertise and experience. Lectures designated for members often come from outside of the profession. A Lawyer may instruct a group of building contractors on the finer points of construction law.

Demonstration. Within the building and construction associations, live, preferably hands-on demonstrations are both common and popular. Physical involvement is almost essential and considered a far more effective teaching method especially with products, equipment or field techniques. Members in a construction related association would tend toward experiential versus didactic instruction.

Note: This inclination toward demonstration and away from lecture was expressed over and over during interviews with Czechoslovakian Entrepreneurs.

Interactive Seminar. The Interactive Seminar is also common in construction related associations. It is especially valuable when there is not a clear best method or when an organization is split over its role or direction. The Interactive Seminar allows different methods or points of view to be presented and to be discussed with the seminar participants. Sometimes this leads to resolution and/or consensus. It almost always stimulates the participants.

Technical Papers. Research and position papers written and distributed by members or hired consultants are utilized as a method to keep membership, related trades and industries and the general public aware of developments within a given field. This activity is often associated with the organization's publishing efforts, (Newsletter, etc.).

Apprentice or Training Programs. Apprentice and/or long term training programs are more common with unions than with association but they still are evidenced within trade related associations. Apprentice Programs typically are comprehensive programs which include active work in the field, classroom instruction and hands-on training. Apprentice programs often last 2-4 years. An apprentice program requires a significant commitment in time, money and resources by the association.

Member to Member. The least structured and perhaps the most valuable form of association education is member to member discussion and interaction. It is often said that people learn more over dinner or during breaks than they learned during a specifically scheduled event. The opportunities for learning and growth, between members, should not be underestimated. Most organizations incorporate breaks into the schedule of their events in order to allow member exchange.

Public Relations. Mature and well funded associations often conduct events or campaigns aimed at creating industry recognition, improving the organization's public image or influencing legislation. Public Relations most often comes in the form of either volunteering or sponsorship.

INFORMATION

Information dissemination within American associations is very simple and direct. Most information is delivered through publications or verbally, at annual conferences or local seminars, lectures or demonstrations. Publications can be; Newsletter(s), Technical Bulletins, Legislation Action Memos, Association Magazines and via Electronic Bulletin Board. Most of the verbal exchange of information occurs at scheduled events such as an annual meetings or conventions and/or at periodic topical events.

Many associations produce "Quality Guidelines" or "How-To" manuals. Others produce Safety Regulations, Financing Information, Business guidelines, Marketing Ideas or Accounting Tips. All of these publications are intended to add value to the membership in an organization. Most of these publications arise out of a spoken need by the membership.

STRUCTURE & RESPONSIBILITY

Associations are driven by the needs and desires of their membership, especially the regular members. In most associations only regular members (those directly engaged in the function or activity for which the organization was founded), have voting power. Almost all associations choose a board of directors as a form of leadership. Decisions are split between the General Membership and the Board of Directors. The more important decisions, (dues, membership guidelines, political activity etc.) are the responsibility of the entire membership.

The structure of the association, the assignment of responsibility and the decision making procedure are usually the first tasks of a newly formed association. Decisions made during this process are translated into an organization Charter or Intent and into the Association's By-laws.

Members, the Board of Directors and the association staff are accountable to the general membership. The general membership decides policy and the direction for the organization and supplies guidelines and assistance to the Board of Directors and association staff in an effort to reach its goals and to fulfill the will of the general membership.

Board of Directors

The Board of Directors is voted on by the general membership. There can be as many seats on the board as the membership believes are necessary. The number of directors is a function of the size of the association, geographical considerations and the amount of work the board must perform. Some organizations prefer an odd number of directors so that there are no ties in voting. Term length ranges from 1-4 years, usually on a staggered or rotating basis, where a portion of board seats are voted on every year. For a small organization 6-9 board seats are typical. Larger more mature associations may have up to twenty-four seats.

Officers

Officers are selected from within the board of directors and typically, but not always, elected by the general membership. The officers, sometimes creating the Executive Committee, are most often comprised of; a President, a Treasurer and a Clerk or Secretary. When a fourth position is deemed necessary it is usually a Vice President.

Association Staffing

Staff size and function are directly related to the financial strength of an association. As soon as an organization can afford to hire a staff person it hires an Executive Director. The function of an executive director for a new, poorly funded organization is significantly different than the function of the executive director of a well funded, established association.

The executive director of a one person staff association does everything, most of which is clerical and administrative (telephone, correspondence, organization of meetings), as opposed to the mature, larger association which distributes the duties hierarchically over a more specialized staff. As an association grows additional staffing begins to identify the natural divisions of work. After an Administrative Assistant is hired the hiring might go like this;

Membership Coordinator
Marketing or Promotion
Newsletter Editor
Accounting . . . Business Manager

Technical Advisor or Representative
Political Liaison (Lobby)
Research & Development
Public Relations
Volunteer Coordinator

Along the way assistants may be added to any of these areas as the membership and staff deem appropriate. A highly technical association or an emerging technology may concentrate on staffing technical and research positions while other associations might concentrate on marketing in order to grow the association.

OPERATION & FOCUS

How an association operates and what it chooses to focus on is determined by; the field of endeavor (industry), the composition of its membership, its financial condition and its maturity as an association.

During the formative years of an association the more homogeneous the association membership is, the easier it is to decide the method of operation, direction and the areas of focus. An association membership of similar business endeavors, problems obstacles and desires can be very clear and direct about its focus and operation. Associations which are more horizontal and attract professionals across a wider range of primary business activity have a much more difficult time deciding direction and focus. Once an association is well established and financially sound, diversity of membership can make the association stronger and more effective for its membership.

Caution for Start-up Associations

It is extremely difficult for a fledgling association to serve the needs of a diverse group of members. It is very clear that the most successful associations choose, in the beginning, a simple and limited agenda. These associations develop a clear objective, to improve quality or to increase awareness, or to build membership. With directed energy they succeed in establishing their association. From a strong base these associations expand their efforts into additional areas of benefit for their membership.

Association Evolution

Focus starting with the founding Charter of the organization is most commonly defined by stages of growth for the association. Very much like a for-profit corporation, a non-profit association grows in stages, moving up then leveling off then moving further and leveling again. The stages are distinguished by the primary focus and energy of the association.

- * Founding-The period of initial discussion and the formulation of the association's intent and rules of the game. A time of high energy and ideas. All of the work is done voluntarily. Although the energy is not particularly well focused there is plenty enough.
- * Establishing Identity-The first year to three during which the association seriously attempts to define itself, establish its value and determine how it will achieve its stated objectives. The energy during this period is inwardly focused. Inadequate revenues due to lack of membership and learning curve inefficiency do not allow the organization to carry out of its objectives.
- * Growing the Association-Period during which the association accepts its own identity and begins to generate momentum. During this period the association and its membership concentrate on the growth and stability of the association. The energy here is primarily outward, (attracting membership and creating an image), and the financial position and political influence begin to have real meaning which help to fuel the growth.
- * Maturity-With strong membership, financial strength and political influence the organization realizes it can do more for its membership. This is a period when foundations for research or training are established. Volunteerism and sponsorship will increase. Significant resources will also be committed to public relations and the organizations self-perpetuation.

AREAS OF CONFLICT

Most of the problems within associations seem to fall within a couple of issues. 1. The amount of time, money and effort spent Lobbying for Legislative Change. 2. Dues structure. 3. Perceived misuse of the association for self-interest. 4. The role, if any, of regional chapters. 5. Ethics & self-discipline.

Legislative Activity. The amount of association resources expended on influencing the governing bodies (including the Building Code bodies) is often an important part of an association and may be viewed as the most important benefit to its membership. Support for governmental lobbying is in direct relation to the success of the lobbying efforts.

Associations with an educational focus often have difficulty justifying significant emphasis on lobbying efforts. As a result of concern for impropriety, the tax laws for non-profit organizations limit lobbying activity to 15% of total expenditures. The average expenditure among American associations is between 5-10%.

NOTE: It should be noted that the impact of legislative interaction in transitional and emerging governments, such as Czechoslovakia, will be enormous. A well organized association which is clear with regard to its objectives and which mobilizes its membership will have significant influence in determining laws, standards and procedures. Industry experts are essential to the success of the legislative process.

Dues Structure. Association dues are based, in most cases, upon a flat fee or upon a percentage of annual sales (usually ranging from .01 to .1%). Organizations with several classifications of membership have different dues for each classification. The differentiation in the dues structure should reflect the value gained from the association by the class of membership otherwise tension may result in a loss of non regular members. As with all things in a free market economy, the fee structure must be in line with the perceived value received by the member. The question is often, 'what do I get for my _____ dollars?' A legitimate answer to this question is essential.

Adjustments are sometimes made by associations for start-up companies during a prescribed period of time. This may not be an alternative in Czechoslovakia where more than 50% of the companies would be classified as start-up companies. Reduced rates are often extended to students and apprentices.

Misuse of Association Membership. The illegal use of, or even a perceived misuse of association affiliation is a very difficult problem for an association. The misuse of the name or an association policy in advertising or the misuse of association information or the unfair business advantage created by a position of authority within an association can destroy an association.

Knowledge of misuse outside of the association will create public relations and public trust problems which will affect the entire membership. Even when misuse is limited to internal exposure it can break up an organization and cause it to dissolve. Either of the above cases will make it extremely to attract new membership.

Regional Centers. For most organizations a national presence is essential for credibility and political influence. The creation and operation of Regional Centers raises many questions, most of which are about authority and jurisdiction. Associations in the United States differ widely on the issue of regional centers, (regional centers are often referred to as Chapters). Of those organizations which have regional centers there are two major operational methodologies.

- A. Associations in which the objectives, intentions and decisions of the National association are carried out or practiced at/or through the regional chapter.
- B. Independent, Self-governing chapters with individual By-laws and Officers which belong to the national organization.

There is evidence that Independent Chapters affiliated with a strong national organization will be the most effective. Clearly, most forms of education and

training are best handled regionally. A local chapter is also more sensitive and aware of regional differences such as laws, climate, politics, architecture, ethnic differences and quality of life. In addition local leadership within the region or community is more welcomed and effective. An ability to strengthen national policy at the local level is considered to be a major advantage.

Influencing legislation, working with government, working with larger financial institutions and the marketing of an industry will occur far more effectively when local chapters work through the national organization. A good example of strong regional chapters and a strong national organization is the National Association of Home Builders. (see the association profile below).

Ethics & Self-Interest. The responsibility of setting and enforcing standards is both challenging and important. In order to project and maintain credibility an association must create reasonable standards (reasonable for both the organization and the buying public) and it must enforce these standards without exception.

Unfair business practices, unlawful behavior and below standard workmanship can not be tolerated by the association by any of its membership. Associations which allow these occurrences do not serve their membership and eventually dissolve. On the other hand organizations which display strong and fair treatment are well respected and their members in good standing are rewarded by the strength of the associations' reputation.

In the normal working of an association there are opportunities for promoting self-interest and collusion between members, (agreeing on price amongst businesses in the same industry is illegal in the United States). It is clear that organizations which are afflicted with members who take advantage of position (Board of Directors, etc.), for personal gain or that knowingly allow collusion among the membership do not prosper and quite often end up in legal entanglements which help neither their business nor their industry.

The need to control corruption within the association was recognized and addressed by a ruling which

allows for the Tax Exempt Status of non-profit associations. Judge John Kern in 1946 set forth the following guidelines for associations.

1. *It must be an association of persons having a common business interest; 2. its purpose must be to promote that common business interest; 3. its activities should be directed to the improvement of business conditions of one or more lines of business; 4. it should not be engaged in regular business for profit; and 5. its activities should not be confined to the performance of services for individual members.*

(Associated Industries of Cleveland, F.T.C.
1449.1465-6)

It is important that membership be aware of all decisions made by the association management and that information, especially information which can affect competitive advantage, such as job leads, legislation, government programs or opportunities are distributed in a timely fashion to the entire membership. It is also important that members represent the association when asked to represent the association and that they not represent their personal interest when they are supposed to be representing the association. This breach of ethics will affect both the reputation of the association and those members who are put at a disadvantage.

ASSOCIATION PROFILE

Two associations, both in the residential construction arena offer an enlightening look at associations. The Structural Insulated Panel Association (SIPA). founded in 1990 with 45 members and a part-time administrator provides a view of a struggling, start-up association. The National Association of Home Builders (NAHB) established in 1942 with 157,000 members and a staff of three hundred people embodies the mature, well funded effective association.

SIPA

Founded: 1990

Members: 45

Growth: Rapid

Chapters: none

Staff: 1

Committees: 3 Membership, Technical,
Education/Publication

Lobby: no

Educational Outreach: Technical Papers

Research & Development: Member submissions

Sponsored Programs: Annual Meeting, Guest Speakers

Subsidiaries: none

Publications: Newsletter-Spotlight on SIPA.

NAHB

Founded: 1942

Members: 157,000

Growth: Slow

Chapters: 867

Staff: 300

Committees: 52

Lobby: Yes. Very active & powerful. On behalf of housing industry, the economy and the association.

Educational Outreach: Yes. Disseminates housing data. Sponsors workshops and seminars on construction, mortgage credit, finance, labor relations, cost estimating, land use, remodeling, business management.

Research & Development: Yes. NAHB Research Center.

Sponsored Programs: Large National Conference, Design Competition, Awards Program, Statistical Analysis, Charitable Program, Spokesperson Training, Speakers Bureau, Placement Service, Biographical Archives, Hall of Fame and Library.

Subsidiaries: Home Builders Institute, National Council of the Housing Industry, National Commercial Builders Council, National Council of the Multifamily Housing Industry, National Remodelers Council and the National Sales and Marketing Council.

Publications: Builder Magazine (monthly), Economic News Notes (monthly), Homes and Homebuilding (annual), Library Bulletin (monthly), Nation's Building News (semimonthly), Newsletter and Technical bulletins. Books, manuals and bibliographies.

REFERENCES

Publications

Encyclopedia of Associations, 1992 Twenty-sixth Edition Gale Research Inc. Detroit, Michigan.
Editor Deborah M. Burek.

National Trade and Professional Associations of the United States, 1992 Twenty-seventh Edition. Columbia Books Inc. Washington D.C.
Managing Editor John J. Russell.

Interviews

Interviews were conducted in person and over the telephone with members, directors and staff people from the following Associations. Several of these interview took place at the annual convention for the National Association of Home Builders, Las Vegas January 1992.

- * National Association of Home Builders
- * The Society of the Plastic Industry, Inc.
- * North/East Roofing Contractors Association
- * The Structural Insulated Panel Association
- * The Timber Framers Guild
- * The New England Sustainable Energy Association

APPENDIX

- A. Encyclopedia of Associations
Listings 10 pages

- B. National Trade and Professional Associations
of the United States
Listings 3 pages

- C. **Newsletter** The Society of the Plastics
Industry 6 pages

- D. **Newsletter** The Structural Insulated
Panel Association 8 Pages

- E. **Survey** The Society of the Plastics
Industry 4 pages

- F. **By-Laws** North/East Roofing Contractors
Association 2 pages

ENCYCLOPEDIA OF ASSOCIATIONS®

A Guide to Over 22,000 National and International Organizations, Including: Trade, Business, and Commercial; Environmental and Agricultural; Legal, Governmental, Public Administration and Military; Engineering, Technological, and Natural and Social Science; Educational; Cultural; Social Welfare; Health and Medical; Public Affairs; Fraternal, Foreign Interest, Nationality, and Ethnic; Religious; Veterans', Hereditary, and Patriotic; Hobby and Avocational; Athletic and Sports; Labor Unions, Associations, and Federations; Chambers of Commerce and Trade and Tourism; Greek Letter and Related Organizations; and Fan Clubs.

1992

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VOLUME I

PART 3

NAME AND KEYWORD INDEX

Includes Association
Addresses and Phone
Numbers.

Deborah M. Burek, Editor

Linda Irvin, Contributing Editor

Grant J. Eldridge and **Michael B. Huellmantel**, Associate Editors

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★973★ **AMERICAN SOCIETY FOR CONCRETE CONSTRUCTION (Contractors) (ASCC)**
3330 Dundee Rd., Ste. N-4B Phone: (312) 291-0270
Northbrook, IL 60062 W. Burr Bennett, Jr., Exec.V.Pres.
Founded: 1964. Members: 500. Budget: \$150,000. General contractors and subcontractors working with concrete; allied businesses, such as ready-mix producers, equipment manufacturers, and other suppliers and distributors. Seeks to: stimulate professional responsibility and reliability; encourage the research and development of concrete; facilitate technical and practical education; enhance the public image of concrete and improve its competitive position among basic building materials; broaden markets for concrete construction. Telecommunications Services: Toll-free hot line. Supersedes: National Concrete Contractors Association.
Publications: *ASCC Management Report*, periodic. • *ASCC Membership Bulletin*, periodic. • *ASCC Membership Directory*, annual. • *Hotline Summary*, bimonthly. • *Safety Bulletin*, quarterly.
Convention/Meeting: annual (with exhibits).

★974★ **AMERICAN SUBCONTRACTORS ASSOCIATION (ASA)**
1004 Duke St. Phone: (703) 664-3450
Alexandria, VA 22314 Chris S. Stinebert, Exec.V.Pres.
Founded: 1966. Members: 8500. Staff: 22. Budget: \$2,200,000. Local Groups: 75. Construction subcontractors of trades and specialties such as foundations, concrete, masonry, steel, mechanical, drywall, electrical, painting, plastering, roofing, and acoustical. Formed to deal with issues common to subcontractors. Works with other segments of the construction industry in promoting ethical practices, beneficial legislation, and education of businessmen in construction. Telecommunications Services: Fax, (703)836-3482. Committees: Government Relations; Industry Liaison; Legal Advisory; National Business Practices Interchange; Payment Practices; Political Action. Councils: Legal Advisory.
Publications: *Leadergram*, bimonthly. Membership activities newsletter. • *Subcontractor Newspaper*, monthly. Tabloid reporting on business, legal, and legislative issues of concern to the subcontracting industry. Includes information on new products. Price: \$24/year for members; \$40/year for nonmembers. Circulation: 25,000. Advertising: accepted.

Convention/Meeting: annual - always March. 1992 Mar. 18-22, Seattle, WA. Also holds annual midyear conference - always October. 1991 Oct. 16-20, Lake Tahoe, NV.

★975★ **ASSOCIATED BUILDERS AND CONTRACTORS (ABC)**
729 15th St. NW Phone: (202) 637-8800
Washington, DC 20005 Daniel J. Bennet, Exec.V.Pres.
Founded: 1950. Members: 19,000. Staff: 75. Budget: \$6,000,000. Local Groups: 80. Construction contractors, subcontractors, suppliers, and associates. Aim is to foster and perpetuate the principles of rewarding shop construction workers and management on the basis of merit. Sponsors leadership conference and management education programs including Wheels of Learning; also sponsors apprenticeship and skill training programs. Disseminates technological and labor relations information. Maintains biographical archives and placement service. Bestows awards; compiles statistics. Computerized Services: Online Construction Buyer's Service Centers. Committees: Business Development; Education; Insurance; Legislative; Manpower; Pension; Political Action; Political Education; Safety. Departments: Accounting; Business Development; Communications; Education, Manpower and Safety; Government Relations; Group Insurance; Legal.
Publications: *ABC Newswire*, semimonthly. • *The Builder and Contractor*, monthly. Price: Included in membership dues; \$36/year for nonmembers. ISSN: 0273-7965. Advertising: accepted. • *Classified Membership Directory*, annual. • Also publishes safety manuals.
Convention/Meeting: annual.

★976★ **ASSOCIATED GENERAL CONTRACTORS OF AMERICA (AGC)**
1957 E St. NW Phone: (202) 393-2040
Washington, DC 20006 Hubert Beatty, Exec.V.Pres.
Founded: 1918. Members: 32,500. Staff: 95. Local Groups: 102. General construction contractors; subcontractors; industry suppliers; service firms. Provides tax services through its divisions. Conducts special conferences and seminars designed specifically for construction firms. Compiles statistics on job accidents reported by member firms. Bestows annual awards for safety and *Build/America* awards for innovative and outstanding achievements by general contractors. Offers college scholarships through AGC Education and Research Foundation. Maintains 65 committees, including joint cooperative committees with other associations and liaison committees with federal agencies. Telecommunications Services: Fax, (202)347-4004. Divisions: Building; Collective Bargaining; Construction Economics; Contract Documents; Education; Equal Opportunity; Heavy-Industrial; Highway; Information; International Construction; Legal; Legislative; Manpower and Training; Municipal Issues; Open Shop; Safety; Tax and Fiscal.
Publications: *AGC Membership Directory and Buyers' Guide*, annual. Price: \$35/year for members; \$135/year for nonmembers. • *Associated General Contractors of America—National Newsletter*, biweekly. Price: Free to

members; \$100/year for nonmembers. Circulation: 18,000. • *Constructor*, monthly. Association magazine for general contractors engaged in construction. Price: \$10/year. • Also publishes manuals, guides, model contract documents, studies, and checklists.

Convention/Meeting: annual (with exhibits) - usually March. 1992 Feb. 27-Mar. 3, Dallas, TX; 1993 Mar. 18-23, Washington, DC. Also holds midyear meeting - 1991 Sept. 27-Oct. 1, St. Louis, MO; 1992 Oct. 23-27, Phoenix, AZ.

★977★ **ASSOCIATED SANDBLASTING CONTRACTORS (ASC)**
8345 Reseda Blvd., Ste. 213 Phone: (818) 886-2783
Northridge, CA 91324 James J. Rose, Exec. Officer
Founded: 1957. Members: 52. Budget: \$45,000. Sandblasting contractors; membership concentrated in California. Conducts seminars.
Publications: *Membership Directory*, annual. • *Newsblaster*, monthly.
Convention/Meeting: annual.

★978★ **ASSOCIATED SPECIALTY CONTRACTORS (ASC)**
7315 Wisconsin Ave. Phone: (301) 657-3110
Bethesda, MD 20814 Daniel Walter, Pres.
Founded: 1950. Members: 8. Budget: Less than \$25,000. Subcontractor associations with a total of 25,000 members representing electrical, heating, piping, mechanical, air conditioning, sheet metal, plumbing, ventilating, masonry, painting and decorating, and roofing and insulation contractors. Promotes liaison with general contractors, architects, and engineers on inter-industry matters, codes, bidding, and contracting procedures. Coordinates governmental affairs, research, and educational matters. Committees: Government Affairs; Industry Relations. Formerly: (1973) Council of Mechanical Specialty Contracting Industries. Convention/Meeting: none.
Publications: *Contract Documents* (book) and guideline.

★979★ **ASSOCIATION OF DIVING CONTRACTORS (ADC)**
701 Engineers Rd. Phone: (504) 392-8762
Belle Chasse, LA 70037 Pat Williamson, Sec.
Founded: 1968. Members: 100. Staff: 1. Budget: \$50,000. Commercial diving contractors, manufacturers, and suppliers of diving equipment. Promotes communication, education, and safety within the diving industry. Bestows John B. Galletti Memorial Award to person who has done the most to improve the diving industry. Compiles statistics. Committees: Education; Government Relations; Medical; Safety; Technical.
Publications: *Underwater Magazine*, quarterly. • *Symposium Proceedings*, annual.
Convention/Meeting: annual, with international diving symposium.

★980★ **ASSOCIATION OF DRILLED SHAFT CONTRACTORS (ADSC)**
PO Box 280379 Phone: (214) 681-5994
Dallas, TX 75228 Scot Litke, Exec. Dir.
Founded: 1971. Members: 550. Staff: 6. Budget: \$675,000. Regional Groups: 5. Contracting firms, design engineers, and educators engaged in the design and construction of drilled shafts and foundations under water and on land. Promotes the education of the engineering community on the advantages of using the drilled shaft foundation concept and on the economies and permanency therein. Conducts 5 to 7 seminars each year. Awards fellowship, scholarships, and research grants to universities. Provides film service; maintains library and speakers' bureau. Compiles statistics; develops standards and specifications. Telecommunications Services: Fax, (214)613-7002. Committees: Awards; Education; Health and Safety; History; Industry Advancement; Oversight; Residential; Site Selection; Standards and Specifications; Strategic Planning; Supervisory Personnel Training Institute; Technical Affiliates.
Publications: *ADSC Directory*, annual. Membership directory. Price: Free to members; \$75/issue for nonmembers. Circulation: 1500. • *Association of Drilled Shaft Contractors—Technical Library Catalog*, periodic. Technical reference materials for soil and structural engineers, architects, specification writers, engineering students, and foundation drilling contractors. Price: Free. • *Foundation Drilling*, 8/year. Journal devoted to the international affairs of the foundation drilling industry. Includes research reports and calendar of events. Price: Included in membership dues; \$50/year for nonmembers. ISSN: 0274-5184. Circulation: 2200. Advertising: accepted. • Also publishes *Drilled Shafts: Construction Procedures and Design Methods*, the *FHWA Manual, Drilled Shaft Inspectors Manual* and 45 research reports.

Convention/Meeting: semiannual - always January and July. 1992 Las Vegas, NV and San Francisco, CA.

★981★ **CEILINGS AND INTERIOR SYSTEMS CONSTRUCTION ASSOCIATION (Contractors) (CISCA)**
104 Wilnot Rd., Ste. 201 Phone: (708) 940-8800
Deerfield, IL 60015-5195 Carl A. Wangman, CAE, Exec.V.Pres.
Founded: 1949. Members: 600. Staff: 6. Budget: \$1,000,000. Contractors, distributors, and manufacturers. Grants annual DeGelleke Award. Maintains speakers' bureau. Telecommunications Services: Fax, (708)940-7218. Committees: Distributor Planning; Education and Training; Industry

Relations; Labor Relations; Production Guide; Safety. Programs: Ceilings and Wall Systems Training; CISCA Supervisory Leadership and Management Skills Seminar; Executive Development; Professional Selling Skills; Sales Training. Formerly: (1969) National Acoustical Contractors Association; (1985) Ceilings and Interior Systems Contractors Association.

Publications: *Interior Construction*, 7/year. Trade magazine for sellers, installers, and buyers of interior finishing systems. Includes editorials, product news, supplier news, calendar of events, and buyers' guide. Price: \$30/year. ISSN: 0888-0387. Circulation: 8500. Advertising: accepted. ● *Soundings: Briefings on Timely Topics*, monthly. Membership activities newsletter covering association, business, and legislative news. Price: Free, for members only. Circulation: 650. Advertising: accepted. ● Also publishes *Ceiling Systems Handbook*, *Acoustical Ceilings Use and Practice*, manuals, and guides.

Convention/Meeting: annual (with exhibits) - 1992 May 2-6, Marco Island, FL; 1993 Apr. 23-27, Chicago, IL; 1994 Apr. 8-12, Phoenix, AZ.

★982★ CERAMIC TILE INSTITUTE OF AMERICA (Contractors) (CTIOA)
700 N. Virgil Phone: (213) 660-1911
Los Angeles, CA 90029 Timothy C. Hengst, Adm. Coordinator

Tile contractors, setters, finishers, manufacturers, and distributors; individuals interested in the tile industry or working in a related field. Promotes the use of tile and disseminates information on the development and improvement of tile and its installation; seeks to upgrade the tile industry through research and development. Encourages and assists in providing well-trained industry employees; offers counseling. Telecommunications Services: Fax, (213)660-4102.

Publications: Brochures and trade publication releases.

Convention/Meeting: annual, with seminar and exhibits - always February, Los Angeles, CA.

★983★ CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION
(Contractors) (CFMA)

40 Brunswick Ave., Ste. 202 Phone: (201) 287-2777
Edison, NJ 08818 Peter R. Hermann, CAE, Exec. Dir.

Founded: 1981. Members: 4000. Staff: 5. State Groups: 58. Contractors, subcontractors, architects, real estate developers, and engineers; associate members are equipment and material suppliers, accountants, lawyers, bankers, and others involved with the financial management of the construction industry. Provides a forum for the exchange of ideas; coordinates educational programs dedicated to improving the professional standards of financial management in the construction industry. Offers expanded national programs, technical assistance, and industry representation. Bestows scholarships. Conducts regional and local seminars. Telecommunications Services: Fax, (201)287-9571. Committees: Construction Industry Liaison; Reporting; Tax and Accounting; Washington Interest Program.

Publications: *Annual Industry Financial Survey*. ● *CFMA Building Profits*, bi-monthly. Newsletter featuring tax and accounting alerts, employment and career opportunities, and technical articles. Price: Included in membership dues. Circulation: 6000. Advertising: accepted. ● *The Source*, annual. Membership Directory.

Convention/Meeting: semiannual conference (with exhibits) - 1991 (next) Oct. 13-16, Nashville, TN.

★984★ DEEP FOUNDATIONS INSTITUTE (Contractors) (DFI)

PO Box 281 Phone: (201) 729-9679
Sparta, NJ 07871 G. Robert Compton, Jr., Exec. Dir.

Founded: 1974. Members: 797. Staff: 3. Budget: \$250,000. Individuals concerned with pilings, caissons, and other deep support for structures or deep excavations; consulting firms, foundation contractors, project owners, educators, and service, materials, and equipment suppliers. Is dedicated to advancing knowledge in the design, installation, and permanent stability of deep foundations for all types of structures. Seeks to: promote cooperation and improve communication between members; encourage and participate in the application of technological research to deep foundation design, construction, and project completion. Interests include: planning for and installation of H-section, timber, pipe, concrete, and sheet piles; consideration of problems encountered in environmental regulations and building codes; encouraging developments in pile materials and equipment for installation; stimulating improvements in communication and education in the area of deep foundations. Encourages and gives direction to practical research; conducts seminars. Telecommunications Services: Fax, (201)729-0732. Committees: Codes Modifications; Environmental; Equipment Application; Geotechnical Research; Pile Inspection and Testing.

Publications: *Annual Membership Roster*. Price: Available to members only. ● *Deep Foundation News*, bimonthly. ● *A Desk Directory of Deep Foundations Construction Specialists*, annual. Price: Free. ● Also publishes *Glossary of Foundations Terms*, *Inspectors' Manual for Pile Foundations*, *Pile Inspectors' Guide to Hammers*, and conference proceedings; makes available instructional films and videocassettes.

Convention/Meeting: annual - always October. 1991 Chicago, IL; 1992 New Orleans, LA.

★985★ ENGINEERING CONTRACTORS ASSOCIATION (ECA)

8310 Florence Ave. Phone: (213) 861-01
Downey, CA 90240 Richard L. Chapman, Exec.

Founded: 1976. Members: 250. Staff: 3. Budget: \$250,000. Engineer construction contractors and suppliers. Represents members in labor and legislation matters and negotiates disputes within the industry. Committees: Labor; Legislative; Political Action; Public Agencies; Safety. Affiliated With: American Public Works Association. Formed By Merger Of: Underground Engineering Contractors' Association (founded 1955 as Associated Sewer Contractors) and Engineering and Grading Contractors Association.

Publications: *ECA Directory and Buyers Guide*, annual. ● *ECA Magazine*, monthly.

Convention/Meeting: annual; also holds annual trade show - always August, El Monte, CA.

★986★ FLOOR COVERING INSTALLATION CONTRACTORS
ASSOCIATION (FCICA)

PO Box 948 Phone: (404) 226-548
Dalton, GA 30722-0948 Ronald E. VanGelderren, Pre

Founded: 1982. Members: 158. Installation contractors, carpet manufacturers, and suppliers to the installation trade. Goals are to: establish acceptable levels of performance for the carpet installation industry; promote standards of business ethics; encourage quality installations. Represents the interests of the floor covering installation industry by addressing issues such as minimum standards, clear and equitable specifications, uniform training and quality craftsmanship. Acts as liaison with retailers, manufacturers, and suppliers; represents the industry before government agencies regarding proposed or enacted regulation and legislation. Fosters the sale and use of the industry's products and services. Serves as clearinghouse for resolving problems of mutual interest inside and outside the industry; exchanges information on problems, trends, techniques, and other matters concerning management. Assists local installation workrooms/contractors groups. Sponsors training programs, refresher courses, and workshops. Bestows awards; compiles statistics. Telecommunications Services: Fax, (404)278-8835. Committees: Installation.

Publications: *Floor Covering Installation Contractors Association—Newsletter*, 3-4/year. Price: Available to members only. ● *Membership Directory*, annual.

Convention/Meeting: annual.

★987★ GUNITE/SHOTCRETE ASSOCIATION (Contractors) (GCA)

PO Box 44077 Phone: (818) 896-9199
Sylmar, CA 91342 Anthony Federico, Pres.

Founded: 1951. Members: 35. Staff: 1. Budget: Less than \$25,000. Contractors specializing in Gunitite and Shotcrete construction; equipment manufacturers and material suppliers for the industry. (Gunitite and Shotcrete are trademarks used for mixtures of cement, sand, and water applied by pneumatic pressure through a specially adapted hose.) Primary aim is to disseminate information on standards for the Gunitite and Shotcrete industry. Conducts research on developments within the industry and supplies technical data and specifications to the design sector. Makes available speakers upon request. Maintains data base containing current information on the methods, techniques, and applications of Gunitite and Shotcrete in all phases of construction and makes recommendations on proper equipment and material usage. Telecommunications Services: Fax, (818)896-6699. Affiliated With: American Concrete Institute. Formerly: (1988) Gunitite Contractors Association.

Publications: *Bulletin*, periodic. ● *Gunitite and Shotcrete*, periodic. ● *Membership List*, quarterly. ● Also publishes brochures and *Gunitite and Air-Placed Concrete for Subterranean Basement Walls*.

Convention/Meeting: annual World of Concrete (with exhibits).

★988★ INDEPENDENT ELECTRICAL CONTRACTORS (IEC)

PO Box 10379 Phone: (703) 549-7351
Alexandria, VA 22310-0379 Dwight L. Casey, Exec. Officer

Founded: 1957. Members: 2700. Staff: 3. State Groups: 31. Independent electrical contractors, small and large, primarily open shop. Promotes the interests of members regardless of their labor affiliation; works to eliminate "unwise and unfair business practices" and to protect its members against "unfair or unjust taxes and legislative enactments." Sponsors electrical apprenticeship programs; conducts research and educational programs on estimating procedures, cost control, and personnel motivation. Represents independent electrical contractors to the National Electrical Code panel. Conducts surveys on volume of sales and purchases and on type of products used. Sponsors annual legislative workshop. Has formulated National Pattern Standards for Apprentice Training for Electricians. Presents annual awards. Telecommunications Services: Fax, (703)549-7448. Committees: Apprenticeship and Education; Awards; Code Review; Drug Abuse and Safety; Insurance; Legislative. Departments: Apprenticeship and Education; Legislative; Formerly: (1980) Associated Independent Electrical Contractors of America.

Publications: *Membership Directory*, annual. Advertising: accepted. ● *News Circuit*, quarterly. Newsletter. Advertising: accepted. ● Also publishes *Con-*

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lights (pre- and post-convention specials), monographs, and ads.

/Meeting: annual (with exhibits) - 1991 Aug. 27-Sept. 1, Phoenix Fall, Atlanta, GA.

INDEPENDENT PROFESSIONAL PAINTING CONTRACTORS ASSOCIATION OF AMERICA (IPPA)

Phone: (516) 423-3654
 Heinz K. Hoffmann, Exec. Dir.
 NY 11743
 982. Members: 40. Budget: Less than \$25,000. Professional open shop painting contractors, paperhangers; decorators, sign and wall contractors, or tradesmen in related fields. Goals are: to promote open shop contractors; to improve skills and provide to members; to provide major medical and group liability insurance for better safety standards and quality control. Encourages the youth apprenticeship and exchange programs between the U.S. in countries. Maintains educational programs; provides job and referrals; makes available troubleshooting consultation. Conducts training paint companies to label their products so that professional better determine the nature of the health hazards (if any) the in-the paint may pose; investigates the legitimacy of member firms. Training program; conducts 10 workshop/seminars per year. Main library and manpower and job referral services. Committees: Finance; Winterwork.

☐ Newsletter, quarterly.

/Meeting: monthly (except July and August) - always second the month, Huntington, NY.

INSTITUTE OF BUSINESS DESIGNERS (Contractors) (IBD)

1000
 50654 Phone: (312) 467-1950
 963. Members: 3500. Budget: \$1,500,000. Local Groups: 31. contract interior designers actively engaged in the nonresidential field. Includes designers of offices, hotels/motels, hospitals, clinics, and stores as well as other institutional, commercial, and interiors, graphics, and products; also includes representatives of advertising sources in the contract field. Conducts research, seminars, courses, workshops, student programs, and continuing education programs. Has developed a code of ethics for the contract design. Sponsors competitions; presents annual awards for product design interiors, and professional recognition. Maintains speakers' bureaus: Clearly Business; College of Fellows; Competitions; Contract Forms and Documents; Design Research; Graphical Issues; Natural Advantage; NECCON (National Exposition of Interior Furnishings); Trade Relations.

☐ *Industry-In-Depth*, 6/year. ☐ *Legislative Bulletin*, periodic, 4/year. Association and industry newsletter; includes calendar advertising; accepted. ☐ Also publishes *Forms and Documents* design research reports.

/Meeting: annual - always June, Chicago, IL.

INSTRUMENT CONTRACTING AND ENGINEERING ASSOCIATION (Contractors) (ICEA)

58, Northwest Sta. Phone: (301) 933-7430
 DC 20015 Walter M. Kardy, Exec. Dir.
 984. Members: 40. Staff: 2. Contractors who install pneumatic control mechanisms for robotic and automated systems in facilities such as nuclear power plants, fossil fuel power stations, and steel mills. Seeks to improve and promote the instrumentation presents members nationally in legislation; coordinates interaction groups in the construction industry. Sponsors seminars and training of technicians; engages in labor negotiations. Maintains biographies; compiles statistics. Telecommunications Services: Telex, 430. Committees: Management Methods; Technology; Training.

☐ *Membership Directory*, annual.

/Meeting: annual - always Florida.

INSTRUMENT TECHNICIANS LABOR-MANAGEMENT ASSOCIATION FUND (Contractors) (ITLMCF)

58, Northwest Sta. Phone: (301) 933-7430
 DC 20015 Walter M. Kardy, Adm. Dir.
 987. Members: 75. Staff: 2. Contractor companies contributing labor-management fund for promoting the instrumentation industry, better labor relations and engages in technical activities. Bestows sponsors competitions. Compiles statistics; maintains speakers' bureau services. Committees: Labor Relations; Promotion;

☐ *Annual Directory*.

/Meeting: annual - always January.

★993★ INSULATION CONTRACTORS ASSOCIATION OF AMERICA (ICAA)

15819 Crabbs Branch Way Phone: (301) 590-0030
 Rockville, MD 20855 R. Hartley Edes, Exec. Dir.
 Founded: 1977. Members: 400. Staff: 5. Budget: \$400,000. State Groups: 13. Residential and commercial insulation contractors; manufacturing and supplier associates. Seeks to develop industry standards; promotes energy conservation in old and new buildings through proper specifications and applications of insulation; represents interests of the industry at all government levels; promotes exchange of information among insulation contractors. Sponsors seminars, field surveys, and research. Presents awards. Telecommunications Services: Fax, (301) 590-0713. Committees: Commercial; Ethics; Legislative; Marketing; Public Relations; Technical.

Publications: *Guide to the Nation's Finest Professional Insulation Contractors*, annual. Directory of contractor members and manufacturer and supplier associate members by firm name. Includes indexes of geographical and personal names. Price: \$6/issue. Circulation: 5000. Advertising: accepted. ☐ *ICAA News*, monthly. Association and industry newsletter. Includes listing of new products and members and calendar of events. Price: Available to members only. Circulation: 1000. Advertising: accepted. ☐ *Insulation Contractors Association of America—Bulletin*, periodic. Technical, marketing, member, and directors bulletins providing information on aspects of each function. Circulation: 2000. ☐ Also publishes brochures.

Convention/Meetings: annual (with exhibits) - 1991 September or October, Nashville, TN; 1992 western U.S.; 1993 eastern U.S.

★994★ INTERNATIONAL BUILDERS EXCHANGE EXECUTIVES (Contractors) (IBEE)

1351 E. Jefferson Ave. Phone: (313) 567-5500
 Detroit, MI 48207 Len Silva, Pres.
 Founded: 1948. Members: 83. Staff: 3. Budget: Less than \$25,000. Executive managers of builders' exchange associations. Committees: Award; Education; Public Relations.

Publications: *Construction Executive Report*, quarterly. ☐ *Membership Roster*, annual.

Convention/Meeting: annual conference.

★995★ INTERNATIONAL COUNCIL OF EMPLOYERS OF BRICKLAYERS AND ALLIED CRAFTSMEN (Contractors) (ICEBAC)

821 15th St. NW, Ste. 1111. Phone: (202) 783-3791
 Washington, DC 20005 Eugene George, Pres.
 Founded: 1987. Members: 5000. Staff: 5. Contractors engaged in masonry work, including pointing, cleaning, and caulking masonry walls and the installation of all types of masonry products. Promotes the masonry contracting industry for employers of craftsmen represented by the International Union of Bricklayers and Allied Craftsmen (see separate entry). Represents members in legislation and before the public; works with other construction associations; conducts labor negotiations. Conducts training and education seminars. Operates speakers' bureau and charitable program; sponsors competitions and bestows awards; maintains biographical archives; compiles statistics. Telecommunications Services: Fax, (202) 783-0433; telex, (202) 393-0219. Committees: Labor Relations; Promotion; Technical Subjects.

Publications: *Newsletter*, quarterly.

Convention/Meeting: annual - usually October or November.

★996★ INTERNATIONAL INSTITUTE FOR LATH AND PLASTER (Contractors) (IILP)

795 Raymond Ave. Phone: (612) 645-0208
 St. Paul, MN 55114 Clint Fladland, Acting Exec. Dir.
 Founded: 1976. Staff: 2. Local Trade Promotion Bureaus: 80. Industry-wide federation of lathing and plastering contractors, labor organizations, and manufacturers of lathing and plastering supplies. Promotes use of lath and plaster. Telecommunications Services: Fax, (612) 645-0208. Formed By Merger Of: Associated Institutes for Lath and Plaster and International Council for Lathing and Plastering (founded 1952 and formerly National Bureau for Lathing and Plastering).

Publications: *International Institute for Lath and Plaster—News*, periodic. Industry newsletter. Price: Free, for members only. Circulation: 100.

★997★ INTERNATIONAL INTELLIGENT BUILDINGS ASSOCIATION (Contractors) (IIBA)

PO Box 683 Phone: (201) 249-4159
 East Brunswick, NJ 08816 Mr. Lee Denegar, Contact
 Founded: 1985. Members: 115. Construction companies and vendors, building owners and tenants, developers, financiers, and others whose discipline contributes to intelligent building. (Intelligent building encompasses any activity rendering a section of real estate more habitable to its tenants; such activities include landscaping, innovative construction, and computer and telephone equipment.) Serves as a forum for mutual cooperation and improvement in the industry; represents members before local, state, and federal agencies. Promotes relevant products and ideas; compiles and disseminates statistics and other information; develops standards; maintains

speakers' bureau. Conducts seminars. Computerized Services: Online data base.

Publications: *Newsletter*, periodic.

Convention/Meetings: annual Intelibuild (with exhibits).

★998★ INTERNATIONAL MASONRY INSTITUTE (Contractors) (IMI)
823 15th St. NW Phone: (202) 783-3908
Washington, DC 20005 Ray Lackey, Exec.V.Pres.
Founded: 1970. Members of the International Union of Bricklayers and Allied Craftsmen (see separate entry) and contractors in the masonry industry. Objective is the advancement of quality masonry construction through national and regional promotion and advertising programs in the U.S. and Canada and through labor and management relations programs. Also provides support and materials for local/regional masonry promotion groups in the U.S. and Canada, and cooperates with national groups and organizations promoting the industry. Sponsors craft training and research programs. Committees: Computer software for architectural schools; bibliographic data base. Programs: Apprenticeship and Training; Labor/Management Relations; Market Promotion; Research and Development; Tile Promotion. Absorbed: (1986) Masonry Industry Committee; Masonry Research Foundation.

Publications: *IMI News*, 6/year. Advertising: not accepted. ● *Masonry News*, quarterly. Advertising: not accepted. ● Also publishes pamphlets and pictorial and technical publications.

Convention/Meeting: annual; also holds national and regional seminars annually.

★999★ INTERNATIONAL REMODELING CONTRACTORS ASSOCIATION (IRCA)

PO Box 17063

West Hartford, CT 06117

Phone: (203) 233-7442

Daniel Miller, Exec.Dir.

Founded: 1965. Members: 1000. Staff: 1. Remodeling and contractor companies; builders and tradespeople; distributors, manufacturers, and lending institutions engaged in the home improvement and remodeling industry. Seeks to elevate the image of the industry. Conducts seminars. Telecommunications Services: Fax, (203)233-1405; toll-free number, (800)937-4722. Committees: Advertising; Arbitration; Award; Consumer Affairs; Education; Ethics; Legislative; Public Relations; Speakers' Program.

Publications: *The Contractor*, monthly. Newsletter. Advertising: accepted.

Convention/Meeting: annual (with exhibits) - always first week in February.

★1000★ JOINT INDUSTRY BOARD OF THE ELECTRICAL INDUSTRY (Contractors) (JIBEI)

158-11 Harry Van Arsdale, Jr. Ave.

Flushing, NY 11365

Phone: (718) 591-2000

George Schuck, Chm.

Electrical contractors. Represents members in labor-management relations. Telecommunications Services: Fax, (718)380-7741.

★1001★ LOG HOUSE BUILDER'S ASSOCIATION OF NORTH AMERICA (Contractors) (LHBANA)

22203 S.R. 203

Monroe, WA 98272

Phone: (206) 794-4469

Skip Ellsworth, Pres.

Founded: 1969. Members: 13,600. Staff: 3. Local Groups: 1. Log house builders (professional and nonprofessional); interested individuals. Sponsors an intensive three-month apprenticeship program to train and certify journeymen log house builders. Maintains speakers' bureau and library including a collection of log house photographs and building plans that have been approved by building code officials. Operates museum of early American tools. Conducts research; compiles statistics. Disseminates information; sponsors seminars. Offers job referral service. Formerly: (1976) Log House Association of North America.

Publications: *Journal*, annual. ● *Newsletter*, periodic. ● Also publishes apprenticeship brochure and plans to publish directory.

Convention/Meeting: annual conference (with exhibits) - always May 26-28.

★1002★ MASON CONTRACTORS ASSOCIATION OF AMERICA (MCAA)

17W601 14th St.

Oakbrook Terrace, IL 60181

Phone: (708) 620-6767

George A. Miller, Exec.V.Pres.

Founded: 1950. Members: 1500. Staff: 4. Local Groups: 78. Masonry construction firms. Conducts specialized education and research programs. Sponsors competitions; bestows awards; compiles statistics. Telecommunications Services: Fax, (708)620-6767. Committees: Contract Research; Education; Insurance; Masonry Marketing; Masonry Panels; Material Handling; Safety.

Publications: *Mason Contractors Association of America—Directory*, periodic. Price: Available to members only. ● *Mason Contractors Association of America—Newsletter*, periodic. Price: Available to members only. ● *Masonry*, bimonthly. Journal. Price: \$10/year. Circulation: 4700. Advertising: accepted. ● Also publishes *Masonry Management Manual and Basic/Computer Assisted Masonry Estimating and Advanced Masonry Estimating Manuals*.

Convention/Meeting: annual conference and trade show (with exhibits).

★1003★ MECHANICAL CONTRACTORS ASSOCIATION OF AMERICA (MCAA)

1385 Piccard Dr.

Rockville, MD 20832

Phone: (301) 869-5800

James R. Noble, Exec.V.Pres.

Founded: 1889. Members: 1300. Staff: 25. Budget: \$2,500,000. Sta-

Groups: 20. Local Groups: 75. Contractors who furnish, install, and repair

pipng systems and related equipment for heating, cooling,

ventilating, and air conditioning systems. Works to standardize

methods used in the industry. Conducts business overhead, lat

statistical surveys. Maintains dialogue with key officials in bulk

ions. Promotes apprenticeship training programs. Conducts seminars on co

tracts. labor estimating, job cost control, project management, control la

marketing, collective bargaining, contractor insurance, and other manage

topics. Promotes methods to conserve energy in new and existing building

Sponsors Industrial Relations Council for the Plumbing and Pipe Fitting Indu

try (see separate entry). Telecommunications Services: Fax, (301)99-

9690; teleconferences. Committees: Construction Industry Affairs and A

sociated Specialty Contractors; Education; Equal Employment Opportunit

Industry Improvement Funds; Labor Estimating; Labor Liaison; Labor Re

lations; Management Methods; Manufacturers Liaison; Marketing and Prom

otion; National Joint Steamfitter/Pipefitter Apprenticeship; Political Actio

Safety. Councils: Industrial Relations; National Construction Industries; N

tional Mechanical and Plumbing Industries; National Safety; Piping Indust

Collective Bargaining. Departments: National Certified Pipe Welding Burea

National Environmental Balancing Bureau (see separate entries); National M

chanical Equipment Service and Maintenance Bureau. Formerly: Heating ar

Piping and Air Conditioning Contractors National Association; Heating and Pi

ing Contractors National Association; National Association of Master Stea

and Hot Water Fitters.

Publications: *Membership Directory*, annual. ● *The Reporter*, monthl

Newsletter. ● Also publishes *Labor Estimating Manual*, *Management-Lab*

Relations Guide, and management and training aids.

Convention/Meeting: annual conference (with exhibits).

★1004★ NAHB REMODELERS COUNCIL (Contractors) (NAHB/RC)

c/o Natl. Assn. of Home Builders of the U.S.

15th and M Sts., NW

Washington, DC 20005

Phone: (202) 822-0211

Bryan Patchan, Exec.D

Founded: 1971. State and local councils of remodeling and rehabilitat

contractors; specialty contractors; suppliers, manufacturers, and other pr

professionals involved in the rehabilitation or remodeling of properties. Purpose

to provide organizational and technical advice to members. Represent

members' interests before business and consumer groups ar

ements in matters concerning building codes, consumer relatio

licensing, policy direction, and taxes. Lobbies for and testifies (

arbitrates for better business bureaus; serves on advisory committees ar

task forces; works to develop consumer warranties. Seeks to improve bus

ness knowledge, increase profitability, promote services, and build consum

confidence in the industry. Sponsors programs on accounting, computer

contracts, cost estimation, and selling; provides opportunities for members

discuss common concerns with appraisers, tax assessors, and other official

Keeps members informed in such areas as consumer preferences, industr

trends, energy retrofit, and new products and materials. Serves as liaiso

among members, local and state home builders associations, and specialists

business management, computers, design and construction, finance, and sale

and marketing. Provides members with access to direct loans, computer

information bank of legal case summaries, library, and catalog of available

industry publications. Conducts certification program. Bestows annu

Remodeler of the Year and Renaissance awards. A division of the Nation

Association of Home Builders of the U.S. (see separate entry). Tele

communications Services: Fax, (202)822-8875. Formerly: (198

Remodeling and Rehabilitation Committee; (1990) National Remodeler

Council.

Publications: *Exchange*, 9/year. Newsletter. ● *Membership Directory*, p

riodic. ● Also publishes consumer brochures.

★1005★ NATIONAL ASSOCIATION OF DECORATIVE ARCHITECTURAL FINISHES (Contractors) (NADAF)

112 N. Alfred St.

Alexandria, VA 22314

Phone: (703) 836-6500

Wilhelmina T. Loomis, Exec.Se

Founded: 1968. Members: 30. Staff: 3. Contracting applicators (

nonstructural exterior and interior decorative surface finishes that consist

plastics used in combination with mineral, ceramic, metal, and vinyl aggr

gates. Committees: Labor; Technical. Convention/Meeting: none.

★1006★ NATIONAL ASSOCIATION OF DEMOLITION CONTRACTORS (NADC)

4415 W. Harrison St.

Hillside, IL 60162

Phone: (708) 449-5955

William L. B: .D

Founded: 1972. Members: 565. Demolition contractors a

manufacturers. Seeks to foster goodwill and to encourage the

ideas among the public and members. Telecommunications Services: Fa

(708)449-5978; toll-free number, (800)541-2412.

Publications: *Demolition Age*, monthly. Magazine providing information

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government standards, safety hazards, and new products for the demolition industry. Contains news of association activities. Price: Free to members; \$34/year for nonmembers. Circulation: 3000. Advertising: accepted. ● *Demolition Safety Manual*, annual. ● *National Association of Demolition Contractors—Membership List*, periodic. Price: Available to members only. Convention/Meeting: annual (with exhibits).

★1007★ NATIONAL ASSOCIATION OF ELEVATOR CONTRACTORS (NAEC)

4053 LaVista Rd., Ste. 120 Tucker, GA 30084 Phone: (404) 496-1270
Steve McWilliams, Exec. Dir.
Founded: 1951. Members: 600. Contractors who install and service elevators and lift equipment; suppliers of complete elevators and components. Telecommunications Services: Fax, (404)496-1272.
Convention/Meeting: annual.

★1008★ NATIONAL ASSOCIATION OF HOME BUILDERS OF THE U.S. (Contractors) (NAHB)

15th and M Sts. NW Washington, DC 20005 Phone: (202) 822-0200
Kent W. Colton, Exec. V. Pres.
Founded: 1942. Members: 157,000. Staff: 300. Local Groups: 867. Single and multifamily home builders, commercial builders, and others associated with the building industry. Lobbies on behalf of the housing industry and conducts public affairs activities to increase public understanding of housing and the economy. Collects and disseminates data on current developments in home building and home builders' plans through its Economics Department and nationwide Metropolitan Housing Forecast. Maintains NAHB Research Center, which functions as the research arm of the home building industry. Sponsors seminars and workshops on construction, mortgage credit, labor relations, cost reduction, land use, remodeling, and business management. Sponsors competitions; bestows awards; compiles statistics; offers charitable program, spokesman training, and placement service; maintains speakers' bureau, biographical archives, hall of fame, and extensive library on housing. Subsidiaries include Home Builders Institute and National Council of the Housing Industry (see separate entry). Maintains over 50 committees in many areas of construction; operates National Commercial Builders Council, National Council of the Multifamily Housing Industry, National Remodelers Council (see separate entry), and National Sales and Marketing Council. Telecommunications Services: Audio Feed Line, (800)221-NAHB; telex, 89-2600.

Publications: *Builder Magazine*, monthly. ● *Economic News Notes*, monthly. ● *Homes and Homebuilding*, annual. ● *Library Bulletin*, monthly. ● *Nation's Building News*, semimonthly. Tabloid newsletter providing the latest information concerning the housing industry, including finance, legislation, new technologies, and membership news. ISSN: 8750-6580. Circulation: 132,000. Advertising: accepted. ● Also publishes bibliographies, booklets, and manuals.

Convention/Meeting: annual, with exposition - 1992 Jan. 24-27, Las Vegas, NV; 1993 Jan. 19-22, Las Vegas, NV; 1994 Jan. 21-24, Las Vegas, NV; 1995 Jan. 20-23, Houston, TX.

★1009★ NATIONAL ASSOCIATION OF MINORITY CONTRACTORS (NAMC)

1333 F St. NW, Ste. 500 Washington, DC 20004 Phone: (202) 347-8259
Ralph C. Thomas, III, Exec. Dir.
Founded: 1969. Members: 3500. Staff: 7. Local Groups: 50. Minority construction contractors and corporations wishing to do business with minority contractors. Identifies procurement opportunities; provides specialized training; acts as national advocate for minority construction contractors. Holds workshops and seminars; compiles statistics; bestows awards. Telecommunications Services: Fax, (202)628-1876; telex, 202-628-1876. Committees: Bonding; Legislative; Mentor-Protege. Departments: Procurement; Training. Absorbed: (1983) Associated Minority Contractors of America.

Publications: *Building Concerns*, bimonthly. Newsletter. ● *Legislative Bulletin*, periodic. ● *Procurement Bulletin*, periodic.

Convention/Meeting: annual - always June. 1992 Cleveland, OH. Also holds annual Chapters and Affiliates Conference - always September, Washington, DC. Also conducts annual midwinter conference - always February/March.

★1010★ NATIONAL ASSOCIATION OF MISCELLANEOUS, ORNAMENTAL AND ARCHITECTURAL PRODUCTS CONTRACTORS (NAMOA)

10382 Main St., Ste. 300 PO Box 280 Fairfax, VA 22030 Phone: (703) 591-1870
Fred H. Coddling, Exec. V. Pres.
Founded: 1969. Budget: \$175,000. Companies engaged primarily in the erection and fabrication of miscellaneous, ornamental, and architectural products, particularly metals; associate members are suppliers of services and materials. Seeks to inform members on technological methods or advances that increase operational efficiency, safety standards, and welfare. Serves as spokesman for members in dealings with the federal and local governments, the architectural and engineering professions, and the public. Advises members on congressional legislation, wage settlements throughout the U.S., and

other matters that affect the industry. Conducts studies on apprenticeship and manpower programs, equal employment in the construction industry, and labor relations. Telecommunications Services: Fax, (703)591-1895. Committees: Apprenticeship; Joint Industry Advisory Jurisdictional Disputes; Labor Liaison; Public Affairs; Safety.

Publications: *Membership Roster*, periodic. ● *Newsletter*, monthly. Convention/Meeting: annual.

★1011★ NATIONAL ASSOCIATION OF PLUMBING-HEATING-COOLING CONTRACTORS (NAPHCC)

PO Box 6808 180 S. Washington St. Falls Church, VA 22040 Phone: (703) 237-8100
Allen Inlow, Exec. V. Pres.
Founded: 1883. Members: 6046. Staff: 16. Budget: \$2,500,000. State Groups: 48. Local Groups: 212. Federation of state and local associations of plumbing, heating, and cooling contractors. Seeks to advance sanitation, encourage sanitary laws, and generally improve the plumbing, heating, ventilating, and air conditioning industries. Conducts apprenticeship training programs, workshops, and seminars; cooperates with Plumbing-Heating-Cooling Information Bureau. Computerized Services: Mailing list. Telecommunications Services: Fax, (703)237-7442; toll-free number, (800)533-7694. Committees: Apprenticeship; Industrial Relations Council; Insurance; Legislative; Political Action; Safety; Scholarship; Technical. Departments: Communications; Educational Foundation; Government Relations; Marketing; Technical and Training Services. Formerly: (1953) National Association of Master Plumbers; (1962) National Association of Plumbing Contractors.

Publications: *Contractor's Connection*, 18/year. ● *Leadership Directory*, annual. ● *News*, monthly. ● Also publishes technical, safety, estimating, and business publications and videotapes.

Convention/Meeting: annual (with exhibits) - 1991 Sept. 25-29, San Francisco, CA; 1992 Oct. 20-24, Atlanta, GA; 1993 Oct. 13-17, Anaheim, CA.

★1012★ NATIONAL ASSOCIATION OF REINFORCING STEEL CONTRACTORS (NARSC)

10382 Main St., Ste. 300 PO Box 280 Fairfax, VA 22030 Phone: (703) 591-1870
Fred H. Coddling, Exec. Dir.
Founded: 1969. Companies engaged primarily in the placing of reinforcing steel and post-tensioning systems; associate members are suppliers of services and materials. Serves as a unified voice for reinforcing steel contractors. Disseminates information on topics such as trade practices, construction techniques, efficient operation, safety standards, and welfare. Advises members on congressional legislation, wage settlements throughout the country, and other matters. Conducts studies on apprenticeship and training, equal employment, and labor relations. Telecommunications Services: Fax, (703)591-1895. Committees: Apprenticeship; Joint Industry Advisory Groups; Jurisdictional Disputes; Labor Liaison; Public Affairs; Reinforcing Steel Promotion; Safety.

Publications: *Membership Roster*, periodic. ● *Newsletter*, monthly. Convention/Meeting: annual.

★1013★ NATIONAL ASSOCIATION OF WOMEN IN CONSTRUCTION (Contractors) (NAWIC)

327 S. Adams St. Ft. Worth, TX 76104 Phone: (817) 877-5551
Joyce A. Laurie, Exec. Dir.
Founded: 1954. Members: 8800. Budget: \$1,000,000. Regional Groups: 14. Local Groups: 238. Professional women in the construction industry. Educates members in new construction techniques. Awards national and local scholarships to students of engineering construction or architecture; maintains scholarship trust fund, which currently assists five or more university students. Local chapters maintain employment services and sponsor career days, workshops, study courses, and educational programs. Telecommunications Services: Fax, (817)877-0324; toll-free number, (800)552-3506. Committees: Education Foundation; Industry Support/Association Liaison; Legislative Awareness; NAWIC Business Roundtable; NAWIC Education; NAWIC/Workforce 2000; Occupation Research and Referral; Organization and Extension; Professional Education; Public Relations/Marketing; Tradeswomen; Women's Business Enterprise/Women Business Owners.

Publications: *NAWIC Image*, monthly. Magazine. Price: \$15/year. Circulation: 10,000. Advertising: accepted.

Convention/Meeting: annual conference - 1991 Sept. 4-7, Nashville, TN; 1992 Sept. 9-13, Orlando, FL; 1993 Sept. 1-4, Dallas, TX; 1994 Chicago, IL.

★1014★ NATIONAL CONSTRUCTORS ASSOCIATION (Contractors) (NCA)

1730 M St. NW, Ste. 900 Washington, DC 20036 Phone: (202) 466-8880
Robert P. McCormick, Pres.
Founded: 1946. Members: 18. Staff: 5. Budget: \$778,000. Engineering and construction contractors specializing in design and installation of chemical plants, steel mills, power plants, oil refineries, and atomic energy facilities. Serves as a clearinghouse for collecting, analyzing, and exchanging information

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about field labor and working conditions on industrial construction projects, wages, and safety. Bestows NCA Safety awards; sponsors Work Environment Safety Training Program. Committees: Employee Relations; General Counsels; Government Affairs; Insurance; Labor Relations; Safety and Health; Tax. Divisions: Government Relations; Industrial Relations.

Publications: *Directory*, annual. • *Newsletter*, bimonthly. • Also produces safety training videos.

Convention/Meeting: semiannual conference.

★1015★ NATIONAL COUNCIL OF ERECTORS, FABRICATORS AND RIGGERS (Contractors) (NCEFR)

10382 Main St., Ste. 300

PO Box 280

Fairfax, VA 22030

Phone: (703) 591-1870
Fred H. Coddling, Exec.V.Pres.
Founded: 1969. Members: 3. Ironworker employer associations. Telecommunications Services: Fax, (703)591-1895. Affiliated With: National Association of Miscellaneous, Ornamental and Architectural Products Contractors; National Association of Reinforcing Steel Contractors; Specialized Carriers and Rigging Association (parent groups).

★1016★ NATIONAL DRILLING CONTRACTORS ASSOCIATION (NDCA)

3008 Mitwood Ave.

Columbia, SC 29205

Phone: (803) 252-5646
J. Edgar Eubanks, Exec.Dir.
Members: 150. Corporations, partnerships, and individuals engaged in the manufacture, sale, and use of rotary or percussion drilling rigs and equipment; branch offices of member companies. Promotes the interests of the industry and fosters commerce and trade in the contract drilling business. Serves as liaison among members and legislative bodies. Telecommunications Services: Fax, (803)765-0860; toll-free number, (800)445-8629.

Convention/Meeting: annual trade show - in conjunction with International Drilling Federation.

★1017★ NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION (NECA)

7315 Wisconsin Ave.

Bethesda, MD 20814

Phone: (301) 657-3110
John M. Grau, Exec.V.Pres.
Founded: 1901. Members: 4800. Staff: 80. Budget: \$12,000,000. Local Groups: 128. Contractors erecting, installing, repairing, servicing, and maintaining electric wiring, equipment, and appliances. Provides management services and labor relations programs for electrical contractors; conducts seminars for contractor sales and training. Conducts research and educational programs. Bestows awards; compiles statistics. Sponsors honorary society, the Academy of Electrical Contracting. Telecommunications Services: Fax, (301)961-6495. Committees: Codes and Standards; Electrical Construction Political Action; Government Affairs; Labor Relations; Management Development; Manpower Development; Marketing; Research. Formerly: (1930) Electrotechnical International.

Publications: *Electrical Contractor Magazine*, monthly. • *Electro Fact File*, bimonthly. • *NECA News*, weekly. • Also publishes *NECA Standard of Installation and Electrical Design Library*.

Convention/Meeting: annual exposition - always October. 1991 Oct. 20-23, San Francisco, CA; 1992 Oct. 11-14, New York City; 1993 Oct. 10-13, San Diego, CA; 1994 Chicago, IL; 1995 Anaheim, CA; 1996 Boston, MA; 1997 Denver, CO.

★1018★ NATIONAL ELECTRICAL CONTRACTORS COUNCIL (ETC)

c/o Associated Builders and Contractors

729 15th St. NW

Washington, DC 20005

Phone: (202) 637-8800
Dennis Cuddy, Exec. Officer
Founded: 1983. Staff: 9. Local Groups: 35. A council of the Associated Builders and Contractors (see separate entry). Goal is to provide assistance to merit shop contractors (individuals awarded construction jobs based on the lowest bidding and best qualifications, regardless of union or nonunion affiliation). Conducts seminars and educational programs. Programs: Craft Training; Management Training; Trade Show Participation. Formerly: (1990) Electrical Trade Council.

Publications: *Newsletter*, bimonthly. Contains updates and announcements of upcoming services. Circulation: 5000. Advertising: accepted.

Convention/Meeting: annual (with exhibits) - 1991 January, Maui, Hawaii.

★1019★ NATIONAL ERECTORS ASSOCIATION (Contractors) (NEA)

1501 Lee Hwy., No. 202

Arlington, VA 22209

Phone: (703) 524-3336
Noel C. Borck, Exec.V.Pres.
Founded: 1969. Members: 125. Staff: 5. Active members are erector, ironworking, industrial, and maintenance contracting firms engaged in the erection of steel or allied materials. Associate members are engaged in the manufacture of products and equipment or providing services generally used in the fabrication, erection, or transportation of structural steel. Objectives include developing industry standards, communicating governmental regulations to members, promoting safe work practices, and expanding opportunities for job training and increasing job skills. Represents the industry engaged in the erection of structural steel, allied work, and industrial maintenance before all

divisions of government. Conducts activities with labor organizations to prevent strikes and promote cooperation with labor groups in areas of mutual interest. Conducts research. Bestows annual membership award.

Telecommunications Services: Fax, (703)524-3364. Committees: Artistic; Bridge; Contracts and Proposals; Labor; Maintenance; Mark Safety and Health. Also Known As: National Steel Erectors Association.

Publications: *I-Bearn*, monthly. • *Labor Update*, quarterly. • *Membership Directory*, annual. • *Notes*, monthly. • *Safety Spotlight*, bimonthly.

Convention/Meeting: annual conference; also holds annual midyear conference.

★1020★ NATIONAL FRAME BUILDERS ASSOCIATION (Contractors) (NFBA)

8725 Rosehill Rd., Ste. 210

Lenexa, KS 66215

Phone: (915) 599-0606
James T. Knight, Pres.
Founded: 1971. Members: 400. Staff: 5. Budget: \$350,000. Regional Groups: 8. State Groups: 8. Construction contractors specializing in post frame structures for agricultural and commercial uses. Seeks to enhance the image of the industry and improve management and construction techniques. Conducts educational programs on safety and other vital matters. Bestows awards. Telecommunications Services: Fax, (913)599-6500. Committees: Government Relations; Industry Standards.

Publications: *Frame Building Professional*, quarterly. Trade magazine. Price: \$24/year. Circulation: 15,000. Advertising: accepted. • *Newsletter*, monthly.

Convention/Meeting: annual (with exhibits).

★1021★ NATIONAL HISPANIC ASSOCIATION OF CONSTRUCTION ENTERPRISES (Contractors) (NHACE)

Founded: 1982. Members: 1500. Staff: 6. Regional Groups: 1. Local Groups: 12. Hispanic construction firms. Purpose is to provide a liaison between members and the public and private sector construction industry in an effort to provide members access to that industry. Provides technical assistance and aids members in obtaining bonding and in meeting other prequalification requirements. Sponsors educational and training seminars. Computerized Services: Data base on Hispanic construction firms nationwide. Address unknown since 1991 edition.

Publications: *Listing of Hispanic Construction Firms - U.S.A.*, an • *Newsletter*, monthly.

Convention/Meeting: annual; also conducts quarterly meeting.

★1022★ NATIONAL INSULATION AND ABATEMENT CONTRACTORS ASSOCIATION (NIAC)

99 Canal Center Plaza, Ste. 222

Alexandria, VA 22314

Phone: (703) 683-6422
William W. Pitkin, Exec.V.Pres.
Founded: 1953. Members: 600. Staff: 9. Budget: \$1,500,000. Regional Groups: 6. Insulation and asbestos abatement contractors, distributors, and manufacturers. Telecommunications Services: Fax, (703)549-4838. Committees: Asbestos Abatement; Distribution; Education and Training; Government Relations; International Liaison; Labor; Merit Contractor; Technical Associate. Task Forces: Special Projects. Formerly: (1970) Insulation Distributor Contractors National Association; (1989) National Insulation Contractors Association.

Publications: *Advisor*, monthly. • *Asbestos Abatement Industry Directory*, annual. Industry statistics. Price: \$295. Advertising: accepted. • *Asbestos Abatement Regulatory Service*, bimonthly. Updating service. Price: \$1950 (national service); \$500 (regional service). Advertising: not accepted. • *First Biannual Commercial and Industrial Insulation Industry Financial Survey*. Industry statistics. Advertising: not accepted. • *Outlook*, monthly. Advertising: accepted. • Also publishes *Asbestos Abatement Reference Manual*, *Commercial and Industrial Standards Manual*, *Guide to Insulation Product Specifications*, and self-study manuals on commercial and industrial insulation applications.

Convention/Meeting: annual conference - 1992 Mar. 20-27, Phoenix, AZ; 1993 March, San Diego, CA.

★1023★ NATIONAL MECHANICAL TRADE COUNCIL (Contractors) (NMTCC)

c/o Fred Powers

Associated Builders and Contractors

729 15th St. NW

Washington, DC 20005

Phone: (202) 637-81
Fred Powers, A
Founded: 1983. A council of the Associated Builders and Contractors (see separate entry). Seeks to meet the needs of workers in sheet metal, plumbing, heating, ventilation, and air conditioning. Programs: Craft Training; Management Training; Trade Show Participation.

Publications: *Bulletin*, periodic. • *Newsletter*, quarterly. • Also publishes manual.

Convention/Meeting: quarterly.

★1024★ NATIONAL RESTAURANT ASSOCIATION MULTI-UNIT ARCHITECTS, ENGINEERS AND CONSTRUCTION OFFICERS (Contractors) (MAECO)

c/o Natl. Restaurant Assn.
150 N. Michigan Ave., Ste. 2000 Chicago, IL 60601
Phone: (312) 853-2525
Rosemary Y. Curtis, Coordinator
Members: 200. Professional architects, engineers, and construction officers from member companies of the National Restaurant Association (see separate entry) who are involved in the construction and equipping of food service and hospitality facilities. Provides a forum for the sharing of common goals, concerns, ideas, and problems. Telecommunications Services: Fax, (312) 853-2546.

Convention/Meeting: semiannual - always spring and fall.

★1025★ NATIONAL ROOF DECK CONTRACTORS ASSOCIATION (NRDCA)

600 S. Federal St., Ste. 400 Chicago, IL 60605
Phone: (312) 922-6222
Mary V. Meyers, Exec. Dir.
Founded: 1958. Members: 56. Staff: 2. Building contractors engaged in the promotion, sale, and installation of cementitious roof decks. Provides counsel to architects, engineers, general contractors, clients, and regulatory code bodies. Telecommunications Services: Fax, (312) 922-2734. Committees: Public Relations; Safety; Technical. Formerly: (1980) Gypsum Roof Deck Foundation. Presently inactive.

Convention/Meeting: annual conference.

★1026★ NATIONAL ROOFING CONTRACTORS ASSOCIATION (NRCA)

O'Hare Intl. Center
1025 W. Higgins Rd., Ste. 600 Rosemont, IL 60018-5607
Phone: (708) 299-9070
William A. Good, CAE, Exec. V. Pres.
Founded: 1886. Members: 3200. Staff: 45. Budget: \$7,500,000. Affiliate groups: 75. Contractors applying asphalt, cool tar pitch, elasto/plastic, slate, tile, metal, and wood roofs. Provides instruction to roofing superintendents. Holds management institutes to provide specific information in the field of business management. Telecommunications Services: Fax, (708) 299-1183. Committees: Health; Insurance; Labor; Safety; Steep Roofing; Substance Abuse; Technical Program; Technical and Research; Workforce 2000.

Publications: *Directory*, annual. • *Professional Roofing*, monthly. • Also publishes *Roofing Manual*.

Convention/Meeting: annual trade show - 1992 Feb. 13-16, Anaheim, CA. Also cosponsors biennial Conference on Roofing Technology and quinquennial international symposium. Also holds 3 conferences/year.

★1027★ NATIONAL TERRAZZO AND MOSAIC ASSOCIATION (Contractors) (NTMA)

3166 Des Plaines Ave., Ste. 132 Des Plaines, IL 60018
Phone: (708) 635-7744
Edward A. Grazzini, Exec. Dir.
Founded: 1924. Members: 250. Staff: 5. Contractors who install terrazzo and mosaic work; firms that produce or manufacture materials. Provides information to building owners, architects, builders, and terrazzo contractors. Conducts research on installation methods. Telecommunications Services: Fax, (708) 635-9127.

Publications: *Directory*, annual. • Also publishes *Terrazzo and Mosaic Catalog*, *Design Book*, technical data, and standard specifications for terrazzo.

Convention/Meeting: annual - 1992 Tucson, AZ; 1993 Italy.

★1028★ NATIONAL TILE CONTRACTORS ASSOCIATION (NTCA)

PO Box 13629 Jackson, MS 39236
Phone: (601) 939-2071
Joe A. Tarver, Exec. Dir.
Founded: 1947. Members: 650. Staff: 4. Members are installer-contractors; distributors, manufacturers, and importers are affiliate members. Promotes the ceramic tile industry; provides educational programs. Offers a series of 75 to 100 workshops and seminars per year for members and interested individuals. Telecommunications Services: Fax, (601) 932-6117. Committees: Technical. Formerly: (1988) Association of Tile, Terrazzo, Marble Contractors and Affiliates.

Publications: *Buyer's Guide*, annual. Includes directory. • *TileLetter*, monthly. Magazine. • Also publishes reference manual.

Convention/Meeting: annual (with exhibits) - 1992 May 1-4, Minneapolis, MN.

★1029★ NATIONAL UTILITY CONTRACTORS' ASSOCIATION (NUCA)

1235 Jefferson Davis Hwy., Ste. 606 Arlington, VA 22202
Phone: (703) 486-2100
William G. Harley, Exec. Dir.
Founded: 1964. Members: 1800. Budget: \$1,900,000. Local Groups: 49. Utility contractors engaged in construction of utility lines (pipes for storm and sanitary sewers and drainage, water lines, cables, ducts, conduits, and other utility work) and related projects such as sanitation, sewage disposal, and irrigation; suppliers to the industry. Represents interest of contractors in legislative and public hearings on the local, state, and national levels, with regard to promulgation of state and local codes and federal programs relating to

needs of communities for proper utilities, water pollution programs, urban renewal, area redevelopment, and public works that may affect utility contractors. Fosters safety education. Conducts surveys; sponsors seminars. Presents annual Ditchdigger of the Year Award to member for outstanding service and annual We Dig America Award to nonmember for service to the industry; also bestows annual scholarship and safety award. Committees: Awards; Education; Government Relations; Horizontal Earth Borers; Insurance and Bonding; Policy Planning; Political Action; Public Relations; Safety; Scholarship; Specifications. Absorbed: (1980) Horizontal Earth Borers Association.

Publications: *National Utility Contractor*, monthly. Management magazine for the underground construction industry. Includes buyer's guide and NUCA Management Reference Library listing. Price: Included in membership dues; \$15/year for nonmembers. ISSN: 0192-0359. Circulation: 12,000. Advertising: accepted. • *National Utility Contractors Association—National Directory and Information Guide*, annual. Membership directory. Price: Included in membership dues; \$50/year for nonmembers. Circulation: 2000. Advertising: accepted. • *NUCA National News*, monthly. Newsletter covering legislative issues affecting the underground utility construction industry. Price: Free, for members only. Circulation: 2000.

Convention/Meeting: annual (with exhibits) - 1992 Feb. 19-23, Nashville, TN; 1993 March 3-6, Reno, NV; 1994, Tampa, FL.

★1030★ PAINTING AND DECORATING CONTRACTORS OF AMERICA (PDCA)

3913 Old Lee Hwy., Ste. 338 Fairfax, VA 22030
Phone: (703) 359-0826
Vincent R. Sandusky, Exec. Dir.
Founded: 1884. Members: 3500. Staff: 9. State Groups: 33. Local Groups: 250. Painting and wallcovering contractors. Sponsors competitions; awards scholarships. Maintains library; operates educational and charitable programs. Bestows awards compiles statistics. Telecommunications Services: Fax, (703) 359-2576. Committees: Apprentice Training; Commercial Painting; Cost and Estimating; Industrial Painting; Insurance and Safety; Manpower Training; National Trade Board; Residential Painting; Specifications; Wallcovering.

Publications: *Briefer*, monthly. Newsletter. • *Leadership Update*, periodic. • *Painting and Wallcovering Contractor*, bimonthly. Magazine. • *Yearbook*. • Also publishes buyers' guide, craftsman manual, estimating guide, hazardous materials manual, *Hazardous Waste Handbook*, *Business Management Manual*, *Safety and Loss Control Manual*, and specifications manual.

Convention/Meeting: annual convention, with trade show - always February/March. 1992 March, Las Vegas, NV; 1993 Feb. 17-20, Orlando, FL; 1994 March, Nashville, TN.

★1031★ POURED CONCRETE WALL CONTRACTORS ASSOCIATION (PCWCA)

310 Armour Rd., Ste. 215 North Kansas City, MO 64116
Phone: (816) 471-6686
Roger Neisen, Exec. Dir.
Founded: 1974. Members: 175. Contractors, suppliers, and manufacturers engaged in poured concrete wall construction. Promotes poured concrete wall construction and works to improve the quality of the product; serves as a forum for the exchange of ideas, techniques, and methods. Prepares and distributes technical information on products and methods related to special needs; informs members of new trends, specifications, codes, rules, and regulations regarding the industry. Reviews EPA, OSHA, and other governmental agency practices and regulations as they affect the industry and represents the industry before governmental agencies. Conducts conferences, workshops, and seminars.

Publications: *Newsletter*, monthly.

Convention/Meeting: annual.

★1032★ POWER AND COMMUNICATION CONTRACTORS ASSOCIATION (PCCA)

6301 Stevenson Ave., Ste. 1 Alexandria, VA 22304
Phone: (703) 823-1555
Michael E. Strother, Exec. V. Pres.
Founded: 1945. Members: 270. Staff: 4. Contractors engaged in electrical power and communication line construction. Offers group insurance. Committees: CATV; Engineers; REA Electric; REA Telephone. Formerly: (1950) Rural Electrical Contractors Association.

Publications: *Federal Directory*, annual. • *Reporter*, monthly.

Convention/Meeting: annual.

★1033★ PROFESSIONAL CONSTRUCTION ESTIMATORS ASSOCIATION OF AMERICA (Contractors) (PCEAA)

PO Box 11626 Charlotte, NC 28220-1626
Phone: (704) 522-6376
Jane Wiggs, Exec. Sec.
Founded: 1956. Members: 1700. Regional Groups: 4. State Groups: 4. Local Groups: 20. Professional construction estimators. Objectives are: to further recognition of construction estimating; to collect and disseminate information; to research and solve problems relating to the construction industry; to establish educational programs for youth and promote construction estimating as a career; to maintain ethical standards. Presents annual Rudy Barnes Award for excellence in the field. Conducts seminars; offers schol-

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arships. Telecommunications Services: Fax, (704)522-7013.
 Publications: *National Estimator*, quarterly. • *National PCEA Roster*, annual.
 Convention/Meeting: annual.

★1034★ PROFESSIONAL WOMEN IN CONSTRUCTION (Contractors)
 (PWC)

342 Madison Ave., Ste. 453 Phone: (212) 687-0610
 New York, NY 10173 Lenore Janis, Pres.
 Founded: 1980. Members: 500. Budget: Less than \$25,000. Regional
 Groups: 2. Management-level women in construction and allied industries;
 owners, suppliers, architects, engineers, field personnel, office personnel, and
 bonding/surety personnel. Provides a forum for exchange of ideas and promo-
 tion of political and legislative action, education, and job opportunities for
 women in construction and related fields; forms liaisons with other trade and
 professional groups; develops research programs. Strives to reform abuses
 and to assure justice and equity within the construction industry. Sponsors
 mini-workshops; bestows awards. Maintains Action Line which provides
 members with current information on pertinent legislation and on the associa-
 tion's activities. Task Forces: Architects/Engineers; Management Field Per-
 sonnel; Management Office Personnel; Owners; Suppliers; Surety/Insurance.
 Formerly: (1982) Association of Business and Professional Women in Con-
 struction.

Publications: *Calendar of Events*, monthly. • *Newsletter*, quarterly.
 Convention/Meeting: annual awards reception; also holds monthly speakers'
 meeting, with dinner.

★1035★ ROOF CONSULTANTS INSTITUTE (Contractors) (RCI)

7424 Chapel Hill Rd. Phone: (919) 859-0742
 Raleigh, NC 27607 Robert W. Phillips, Jr., Exec.Mgr.
 Founded: 1983. Members: 400. Individuals organized to promote the field
 of roof consultation. (Roof consultants are individuals that provide advice to
 architects, engineers, and building owners on the latest and most appropriate
 technology in the roofing industry.) Maintains certification program; conducts
 research in roofing technology.

Publications: *Interface*, quarterly. *Newsletter*.
 Convention/Meeting: annual conference (with exhibits); also holds semi-
 annual regional meetings.

★1036★ ROOFING INDUSTRY EDUCATIONAL INSTITUTE (Contractors)
 (RIE)

Bldg. H, Ste. 110 Phone: (303) 790-7200
 14 Inverness Dr., E. Sam Brasler, CEO
 Englewood, CO 80112
 Founded: 1979. Budget: \$1,000,000. Nonmembership. Participants are
 contractors, architects, specifiers, owners, consultants, and others involved in
 the roofing industry. Conducts seminars and educational programs covering all
 aspects of roofing, highlighting design, installation, and maintenance including
 topics such as thermal insulation, vapors and condensation, and fire and
 codes. Provides referral service; presents diplomas; awards credits in con-
 tinuing education. Committees: Curriculum; Publication Review.

Publications: *Roofing Industry Educational Institute—Information Letter*,
 quarterly. Newsletter containing articles on roofing technology and extracts
 from new industry papers. Includes seminar and conference schedules. Price:
 \$12/year. Circulation: 8000. Advertising: not accepted. • Also publishes
Catalog of Education Materials and manuals; produces films, audiocassettes,
 videocassettes, and slide presentations.

★1037★ SHEET METAL INDUSTRY PROMOTION PLAN (Contractors)
 (SMIPP)

981 Keynote Circle, Ste. 4 Phone: (216) 398-5600
 Cleveland, OH 44131 Len English, Exec.Dir.
 Founded: 1961. Members: 80. Staff: 2. Heating, air conditioning,
 ventilating, roofing, and sheet metal contractors in Cuyahoga, Ashtabula,
 Geauga, and Lake counties of Ohio. Promotes quality sheet metal installations
 and pride in workmanship. Disseminates information on fabrication and erec-
 tion of sheet metal construction. Has drawn up standards for mechanical
 sheet metal work; standards are to be adhered to by union members and
 participating contractors in fabrication and erection on residential, commer-
 cial, and industrial work involving sheet metal. Sponsors training classes for
 journeymen on sheet metal layout, heliarc welding, mechanical drawing, elec-
 tric welding, balancing, and blueprint reading. Telecommunications Services:
 Fax, (216)398-5576. Publications: none.

Convention/Meeting: annual convention - usually October. Also holds bi-
 monthly meetings.

★1038★ TEST BORING ASSOCIATION (Contractors) (TBA)

PO Box 5126 Phone: (201) 679-9666
 Old Bridge, NJ 08857 Bette Katz, Dir.
 Founded: 1941. Members: 10. Staff: 3. Budget: Less than \$25,000. Con-
 tractors engaged in test boring and core drilling. Formerly: Test Boring and
 Core Drilling Contractors Association; (1969) Test Boring Contractors Asso-
 ciation. Convention/Meeting: none.

★1039★ TILE CONTRACTORS' ASSOCIATION OF AMERICA (TCAA)

112 N. Alfred St. Phone: (703) 836-5995
 Alexandria, VA 22314 Wilhelmina T. Loomis, Exec. Dir.
 Founded: 1903. Members: 150. Staff: 4. Ceramic tile contractors
 U.S. Encourages the use of ceramic tile by the building industry and bet-
 ter more economical methods for installation of ceramic tile. Presents the _____
 Award annually. Telecommunications Services: Fax, (703)683-3702.
 Committees: Labor; Technical. Formerly: (1936) Tile and Mantel Contractors
 Association of America.

Convention/Meeting: annual conference.

★1040★ TILT-UP CONCRETE ASSOCIATION (Contractors) (TCA)

PO Box 430 Phone: (704) 891-9578
 Horse Shoe, NC 28742 Don W. Musser, Exec. Dir.
 Founded: 1986. Members: 250. Budget: \$90,000. Engineers, suppliers,
 contractors, and others involved in tilt-up construction. Advocates the use of
 tilt-up construction through promotion and training. (Tilt-up construction is a
 process of casting wall panels at the building site and then standing or tilting
 them up. The process saves on transportation and production cost because
 the panels are produced quickly, don't have to be moved, and can be made to
 large specifications.) Conducts seminars and educational programs; offers
 technical assistance.

Publications: *Membership Directory*, periodic. • *Tilt Tips*, periodic.
 Convention/Meeting: annual conference.

★1041★ UNITED AMERICAN CONTRACTORS ASSOCIATION (UACA)

6 Beacon St., Ste. 220 Phone: (617) 227-4474
 Boston, MA 02108 Thomas P. Carrigan, Exec. Dir.
 Founded: 1981. Members: 700. Staff: 12. Seeks to provide both large and
 small contractors with innovative alternatives to surety bonding, financing,
 and tax planning. Services include a guaranteed bonding arrangement with an
 offshore insurance company, an accidental death insurance policy for the
 principle officer, construction financing assistance, and information on tax is-
 sues affecting the construction industry. Telecommunications Services: Fax,
 (617)227-1227. Convention/Meeting: none.

Publications: *Directory*, annual. • *Newsletter*, quarterly.

★1042★ U.S. TENNIS COURT AND TRACK BUILDERS ASSOCIATION
 (Contractors) (USTC & TBA)

720 Light St. Phone: (301) 752-3500
 Baltimore, MD 21230-3816 Carol T. Shaner, CAE, Exec. Dir.
 Founded: 1966. Members: 266. Staff: 3. Budget: \$250,000. Contractors
 who install running tracks and tennis courts; manufacturers who supply basic
 materials for construction; accessory suppliers. Provides specifications for
 tennis court construction, running track construction, fencing, and lighting.
 Offers certification program. Telecommunications Services: Fax,
 (301)752-8295.

Publications: *U.S. Tennis Court and Track Builders Association—Membership
 Directory*, annual. Includes advertisers' index and list of builders, suppliers,
 architects, and designers of tennis courts and running tracks by company
 name and geographic location. Price: Free. Advertising: accepted. Also Cited
 As: *USTC & TBA Membership Directory*. • *U.S. Tennis Court and Track
 Builders Association—Newsline*, quarterly. Newsletter. Includes association
 news, technical articles, information on new products, membership profile,
 book reviews, and calendar of events. Price: Free, for members only. Also
 Cited As: *USTC & TBA Newsletter*. • Also publishes *Tennis and Track Spec-
 ifications*.

Convention/Meeting: annual technical meeting and trade show (with exhib-
 its) - always fall/winter. Also holds annual meeting - always February or
 March.

★1043★ WOOD AND SYNTHETIC FLOORING INSTITUTE (Contractors)
 (WSFI)

4415 W. Harrison St., Ste. 242-C Phone: (708) 449-2933
 Hillside, IL 60162 Patricia H. Keating, Exec. V. Pres.
 Founded: 1954. Members: 50. Wood and synthetic flooring contractors and
 suppliers to the industry. Collects technical information on all types of wood
 and synthetic floor construction and evaluates their application and perfor-
 mance; disseminates this information to architects, engineers, and builders.
 Conducts educational programs. Telecommunications Services: Fax,
 (708)449-0837. Committees: Education; Specification. Formerly: ()
 Wood Flooring Institute of America.

Publications: *Bulletin*, periodic. • *Wood-Syn Report*, quarterly. _____
 publishes approved specifications, construction methods, and technical briefs.
 Convention/Meeting: semiannual conference.

CONTRACTORS: Also See Building Industries, Concrete, Industrial Equip-
 ment; Also See Index

CONTROLLERS: See Index

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**National Trade
and
Professional Associations
of the
United States**

**1992
Twenty-seventh Annual Edition**

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SUBJECT INDEX

CONTRACTORS

Nat'l Water Resources Ass'n
Nat'l Waterfowl Council
North American Gamebird Ass'n
North American Wildlife Foundation
Organization of Wildlife Planners
Outdoor Writers Ass'n of America
Soc for Range Management
Soil and Water Conservation Soc
Water Environment Federation
Water Resources Congress
Wildlife Disease Ass'n
Wildlife Management Institute
Wildlife Soc., The

CONSTRUCTION

Air Distributing Institute
Allied Stone Industries
American Architectural Manufacturers Ass'n
American Ass'n of Building Inspectors
American Ass'n of Housing Educators
American Concrete Institute
American Concrete Pumping Ass'n
American Construction Inspectors Ass'n
American Council for Construction Education
American Hardboard Ass'n
American Institute for Hollow Structural Sections
American Institute of Building Design
American Institute of Constructors
American Institute of Steel Construction
American Institute of Timber Construction
American Pipe Fittings Ass'n
American Road and Transportation Builders Ass'n
American Soc. for Concrete Construction
American Soc. of Home Inspectors
American Soc. of Professional Estimators
American Subcontractors Ass'n
American Underground-Space Ass'n
Architectural Anodizers Council
Architectural Woodwork Institute
ASFE/The Ass'n of Engineering Firms Practicing in the Geosciences
Associated Air Balance Council
Associated Builders and Contractors
Associated Building Material Distributors of America
Associated Construction Distributors Internat'l
Associated Construction Publications
Associated Equipment Distributors
Associated General Contractors of America
Associated Schools of Construction
Associated Specialty Contractors
Ass'n for Bridge Construction and Design
Ass'n for Regulatory Reform
Ass'n of Asphalt Paving Technologists
Ass'n of Diving Contractors
Ass'n of Major City Building Officials
Ass'n of the Wall and Ceiling Industries-Internat'l
Barre Granite Ass'n
Bituminous and Aggregate Equipment Bureau
Brick Institute of America
Brick Grid Flooring Manufacturers Ass'n
Builders Hardware Manufacturers Ass'n
Building Officials and Code Administrators Internat'l
Building Owners and Managers Ass'n Internat'l
Building Owners and Managers Institute Internat'l
Building Stone Institute
Building Systems Councils of the Nat'l Ass'n of Home Builders
Building Systems Institute
Cedar Shake & Shingle Bureau
Ceilings and Interior Systems Construction Ass'n
Ceramic Tile Institute of America
Chain Link Fence Manufacturers Institute
Community Ass'n's Institute
Concrete Reinforcing Steel Institute
Construction Financial Management Ass'n
Construction Industry Management Board
Construction Industry Manufacturers Ass'n
Construction Management Ass'n of America
Construction Specifications Institute
Construction Writers Ass'n
Council of American Building Officials
Custom Curtain Wall Contractors Ass'n
Custom Home Builders Ass'n
Deep Foundations Institute
Distribution Contractors Ass'n
Door and Hardware Institute
Equipment Maintenance Council
Expanded Shale, Clay and Slate Institute
Federal Construction Council
Fiberglass Reinforced Panel Ass'n
Golf Course Builders Ass'n of America
Grout/Shotcrete Contractors Ass'n
Hand Tools Institute
Home Automation Ass'n
Hydraulic Tool Manufacturers Ass'n
Independent Distributors Ass'n
Independent Electrical Contractors
Indiana Limestone Institute of America
Intelligent Buildings Institute
Internat'l Builders Exchange Executives
Internat'l Conference of Building Officials
Internat'l Fence Industry Ass'n
Internat'l Institute for Lath and Plaster
Internat'l Remodeling Contractors Ass'n
Internat'l Slurry Surfacing Ass'n

Internat'l Soc. for Pharmaceutical Engineering
Laborers' Internat'l Union of North America
Log House Builders Ass'n of North America
Mason Contractors Ass'n of America
Mechanical Contractors Ass'n of America
Mechanical Service Contractors of America
Metal Building Manufacturers Ass'n
Metal Construction Ass'n
Nat'l Aggregates Ass'n
Nat'l Asphalt Pavement Ass'n
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Nat'l Ass'n of Women in Construction
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Nat'l Concrete Masonry Ass'n
Nat'l Conference of States on Building Codes and Standards
Nat'l Constructors Ass'n
Nat'l Council of Erectors, Fabricators and Riggers
Nat'l Environmental Balancing Bureau
Nat'l Erectors Ass'n
Nat'l Frame Builders Ass'n
Nat'l Guild of Professional Paperhangers
Nat'l Housing Conference
Nat'l Institute of Building Sciences
Nat'l Institute of Steel Detailing
Nat'l Lime Ass'n
Nat'l Lumber and Building Material Dealers Ass'n
Nat'l Manufactured Housing Finance Ass'n
Nat'l Multi Housing Council
Nat'l Patio Enclosure Ass'n
Nat'l Precast Concrete Ass'n
Nat'l Quartz Producers Council
Nat'l Railroad Construction and Maintenance Ass'n
Nat'l Ready Mixed Concrete Ass'n
Nat'l Roofing Contractors Ass'n
Nat'l Sash and Door Jobbers Ass'n
Nat'l Slag Ass'n
Nat'l Soc. for Computer Applications in Engineering, Planning and Architecture
Nat'l Stone Ass'n
Nat'l Terrazzo and Mosaic Ass'n
Nat'l Tile Contractors Ass'n
Nat'l Utility Contractors Ass'n
Nat'l Wood Window and Door Ass'n
Noise Control Ass'n
North American Soc. for Trenchless Technology
Operative Plasterers' and Cement Masons' Internat'l Ass'n of the United States and Canada
Outdoor Power Equipment Distributors Ass'n
Painting and Decorating Contractors of America
Passive Solar Industries Council
Perlite Institute
Pipe Fabrication Institute
Portable Sanitation Ass'n Internat'l
Post-Tensioning Institute
Power and Communication Contractors Ass'n
Precast/Prestressed Concrete Institute
Professional Construction Estimators Ass'n of America
Professional Women in Construction
Safety Glazing Certification Council
Scaffold Industry Ass'n
Scaffolding, Shoring and Forming Institute
Sheet Metal Workers' Internat'l Ass'n
Single Ply Roofing Institute
Specialty Tool and Fastener Distributors Ass'n
Steel Joist Institute
Structural Stability Research Council
Stucco Manufacturers Ass'n
Subcontractors Trade Ass'n
Systems Builders Ass'n
Tile Contractors Ass'n of America
Tilt-up Concrete Ass'n
Trench Shoring and Shielding Ass'n
Truck Mixer Manufacturers Bureau
Tuss Plate Institute
Tubular Rivet and Machine Institute
United Brotherhood of Carpenters and Joiners of America
United States Tennis Court and Track Builders Ass'n
United Steelworkers of America
United Union of Roofers, Waterproofers and Allied Workers
Vinyl Siding Institute
Vinyl Window and Door Institute
Women Construction Owners and Executives, USA
Wood Foundation Institute
Wood Truss Council of America

CONSULTANTS

ACME-The Ass'n of Management Consulting Firms
Airport Consultants Council
American Ass'n of Dental Consultants
American Ass'n of Healthcare Consultants
American Ass'n of Legal Nurse Consultants
American Ass'n of Medico-Legal Consultants
American Ass'n of Political Consultants
American Consultants League
American Consulting Engineers Council

American Soc. of Agricultural Consultants
American Soc. of Consultant Pharmacists
American Soc. of Consulting Arborists
American Soc. of Consulting Planners
American Soc. of Trial Consultants
Ass'n of Bridal Consultants
Ass'n of Consulting Chemists and Chemical Engineers
Ass'n of Consulting Foresters of America
Ass'n of Executive Search Consultants
Ass'n of Federal Communications Consulting Engineers
Ass'n of Internal Management Consultants
Ass'n of Outplacement Consulting Firms
Ass'n of Productivity Specialists
Ass'n of Professional Material Handling Consultants
Ass'n of Professional Writing Consultants
Automated Procedures for Engineering Consultants
Certified Auctioneers Institute
Council of Consulting Organizations
ECRI
Financial Management for Data Processing
Foodservice Consultants Soc. Internat'l
Franchise Consultants Internat'l Ass'n
Independent Computer Consultants Ass'n
Institute of Certified Professional Business Consultants
Institute of Management Consultants
Internat'l Ass'n of Ethicists
Internat'l Ass'n of Ethicists
Internat'l Ass'n of Graphics Arts Consultants
Internat'l Ass'n of Merger and Acquisition Consultants
Internat'l Ass'n of Professional Security Consultants
Internat'l College of Real Estate Consulting Professionals
Nat'l Alliance of Independent Crop Consultants
Nat'l Ass'n of Export Companies
Nat'l Ass'n of Financial Consultants
Nat'l Ass'n of Freight Transportation Consultants
Nat'l Ass'n of Management and Technical Assistance Centers
Nat'l Ass'n of Management Consultants
Nat'l Ass'n of Personal Financial Advisors
Nat'l Ass'n of Vision Professionals
Nat'l Council of Acoustical Consultants
Nat'l Institute of Certified Moving Consultants
North American Ass'n of Educational Negotiators
Professional and Technical Consultants Ass'n
Professional Services Council
Project Management Institute
Public Relations Soc. of America
Soc. of Medical Consultants to the Armed Forces
Soc. of Medical-Dental Management Consultants
Soc. of Professional Business Consultants
Soc. of Risk Management Consultants

CONSUMERS

American Council on Consumer Interests
American Financial Services Ass'n
Ass'n for Consumer Research
Consumer Credit Insurance Ass'n
Consumer Federation of America
Corporate Ombudsman Ass'n
Electricity Consumers Resource Council
Insurance Consumer Affairs Exchange
Nat'l Academy of Conciliators
Nat'l Ass'n of Consumer Agency Administrators
Nat'l Ass'n of State Utility Consumer Advocates
Nat'l Consumers League
Soc. of Consumer Affairs Professionals in Business

CONTAINERS see also BAGS, BOXES, CANS

Aluminum Foil Container Manufacturers Ass'n
Ass'n of Independent Corrugated Converters
Closure Manufacturers Ass'n
Compressed Gas Ass'n
Containerization and Intermodal Institute
Fibre Box Ass'n
Fibre Drum Technical Council
Flexible Intermediate Bulk Container Ass'n
Foodservice and Packaging Institute
Glass Packaging Institute
NABADA - The Ass'n of Container Reconditioners
Nat'l Ass'n of Container Distributors
Nat'l Food Processors Ass'n
Nat'l Wooden Pallet and Container Ass'n
Paper Shipping Sack Manufacturers Ass'n
Paperboard Packaging Council
Plastic Shipping Container Institute
Pressure Vessel Manufacturers Ass'n
Research and Development Associates for Military Food and Packaging Systems
Steel Shipping Container Institute

CONTRACTORS

Air Conditioning Contractors of America
American Subcontractors Ass'n
American Surety Ass'n
Associated Builders and Contractors
Associated General Contractors of America
Associated Landscape Contractors of America
Associated Specialty Contractors
Ass'n of Bituminous Contractors
Ass'n of Drilled Shaft Contractors: The Internat'l Ass'n Foundation Drilling
Ass'n of the Wall and Ceiling Industries-Internat'l
Building Maintenance Contractors Ass'n
Building Service Contractors Ass'n Internat'l

Ceilings and Interior Systems Construction Ass'n
 Concrete Foundations Ass'n
 Concrete Sawing and Drilling Ass'n
 Construction and Agricultural Film Manufacturers Film Ass'n
 Construction Industry Management Board
 Contract Services Ass'n of America
 Custom Curtain Wall Contractors Ass'n
 Engineering Contractors Ass'n
 Exposition Service Contractors Ass'n
 Floor Covering Installation Contractors Ass'n
 Greater Clothing Contractors Ass'n
 Gunite/Shotcrete Contractors Ass'n
 Independent Electrical Contractors
 Independent Professional Painting Contractors Ass'n of America
 Instrument Contracting and Engineering Ass'n
 Insulation Contractors Ass'n of America
 Internat'l Ass'n of Cold Storage Contractors
 Internat'l Ass'n of Concrete Repair Specialists
 Internat'l Ass'n of Geophysical Contractors
 Internat'l Ass'n of Lighting Management Companies
 Internat'l Council of Employers of Bricklayers and Allied Craftsmen
 Internat'l Drilling Federation
 Internat'l Institute for Lath and Plaster
 Internat'l Remodeling Contractors Ass'n
 Ladies Apparel Contractors Ass'n
 Land Improvement Contractors of America
 Mason Contractors Ass'n of America
 Mechanical Contractors Ass'n of America
 Mechanical Service Contractors of America
 Nat'l Ass'n of Demolition Contractors
 Nat'l Ass'n of Minority Contractors
 Nat'l Ass'n of Miscellaneous, Ornamental and Architectural Products Contractors
 Nat'l Ass'n of Plumbing-Heating-Cooling Contractors
 Nat'l Ass'n of Reinforcing Steel Contractors
 Nat'l Ass'n of Solar Contractors
 Nat'l Ass'n of Waterproofing Contractors
 Nat'l Certified Welding Bureau
 Nat'l Constructors Ass'n
 Nat'l Contract Management Ass'n
 Nat'l Council of Erectors, Fabricators and Riggers
 Nat'l Drilling Contractors Ass'n
 Nat'l Electrical Contractors Ass'n
 Nat'l Environmental Balancing Bureau
 Nat'l Insulation and Abatement Contractors Ass'n
 Nat'l Roof Deck Contractors Ass'n
 Nat'l Roofing Contractors Ass'n
 Nat'l School Transportation Ass'n
 Nat'l Tile Contractors Ass'n
 Painting and Decorating Contractors of America
 Pipe Line Contractors Ass'n
 Quality Control Council of America
 Scaffold Industry Ass'n
 Sealant, Waterproofing and Restoration Institute
 Sheet Metal and Air Conditioning Contractors' Nat'l Ass'n
 Subcontractors Trade Ass'n
 Tile Contractors Ass'n of America
 Underground Contractors Ass'n
 Western Ass'n of Equipment Lessors

CONVENTIONS see also EXHIBITS

American Buyers of Meeting and Incentive Travel
 American Federation of Astrologers
 Ass'n for Convention Marketing Executives
 Ass'n for Convention Operations Management
 Ass'n of Conference and Events Directors Internat'l
 Ass'n of Group Travel Executives
 Convention Liaison Council
 Council of Protocol Executives
 Electronic Industry Show Corporation
 Exposition Service Contractors Ass'n
 Foundation for Internat'l Meetings
 Insurance Conference Planners Ass'n
 Internat'l Ass'n for Modular Exhibitory
 Internat'l Ass'n of Auditorium Managers
 Internat'l Ass'n of Conference Centers
 Internat'l Ass'n of Convention and Visitor Bureaus
 Internat'l, Cake, Candy, and Party Supply Ass'n
 Internat'l Special Events Soc.
 Meeting Planners Internat'l
 Nat'l Coalition of Black Meeting Planners
 North American Farm Show Council
 Professional Convention Management Ass'n
 Religious Conference Management Ass'n
 Soc. of Corporate Meeting Professionals
 Trade Show Bureau

COOKING

American Culinary Federation
 Chefs de Cuisine Ass'n of America
 Internat'l Ass'n of Culinary Professionals
 Internat'l Food Service Executives Ass'n
 Nat'l Ass'n of Catering Executives
 Vatel Club

COOPERATIVES

American Turpentine Farmers Ass'n Co-op
 Ass'n of Artist-Run Galleries
 Ass'n of Co-operative Educators
 Burley Tobacco Growers Cooperative Ass'n
 Continental Ass'n of Funeral and Memorial Soc.
 Cooperative Communicators Ass'n
 Cooperative Education Ass'n

Council for Internat'l Leadership
 Farm Credit Council
 Farmers Educational and Co-operative Union of America
 Flue-Cured Tobacco Cooperative Stabilization Corporation
 Interstate Producers Livestock Ass'n
 Nat'l Ass'n of Buying Services
 Nat'l Ass'n of Housing Cooperatives
 Nat'l Cooperative Business Ass'n
 Nat'l Council of Farmer Cooperatives
 Nat'l Farmers Organization
 Nat'l Rural Electric Cooperative Ass'n
 Nat'l Soc. of Accountants for Cooperatives
 Nat'l Telephone Cooperative Ass'n
 Newspaper Advertising Co-op Network
 Profit Sharing Council of America
 Quality Bakers of America Cooperative

COPPER

American Bureau of Metal Statistics
 American Copper Council
 Copper and Brass Fabricators Council
 Copper and Brass Servicenter Ass'n
 Copper Development Ass'n
 Internat'l Copper Ass'n
 Non-Ferrous Founders Soc.
 Soc. of Mineral Analysts

CORN

American Corn Millers Federation
 Corn Refiners Ass'n
 Home Baking Ass'n
 Nat'l Corn Growers Ass'n
 Nat'l Futures Ass'n

CORRECTION see also LAW, POLICE, SECURITY

American Ass'n for Correctional Psychology
 American Ass'n of Mental Health Professionals in Corrections
 American Catholic Correctional Chaplains Ass'n
 American Corrections Ass'n
 American Correctional Chaplains Ass'n
 American Correctional Food Service Ass'n
 American Correctional Health Services Ass'n
 American Criminal Justice Ass'n
 American Jail Ass'n
 American Jewish Correctional Chaplains Ass'n
 American Probation and Parole Ass'n
 American Protestant Correctional Chaplains Ass'n
 American Soc. of Criminology
 Ass'n for Correctional Research and Information Management
 Ass'n of State Correctional Administrators
 Ass'n on Programs for Female Offenders
 Correctional Education Ass'n
 Correctional Industries Ass'n
 Correctional Service Federation-U.S.A.
 Federal Probation Officers Ass'n
 Internat'l Ass'n of Addictions and Offender Counselors
 Internat'l Ass'n of Correctional Officers
 Internat'l Ass'n of Residential and Community Alternatives
 Internat'l Conference of Administrators of Residential Agencies
 Internat'l Conference of Police Chaplains
 Internat'l Juvenile Officers Ass'n
 Nat'l Ass'n of Criminal Justice Planners
 Nat'l Ass'n of Juvenile Correctional Agencies
 Nat'l Correctional Recreational Ass'n
 Nat'l Council on Crime and Delinquency
 Nat'l Juvenile Detention Ass'n
 North American Ass'n of Wardens and Superintendents
 Osborne Ass'n
 United Federation of Police Officers

COSMETICS & COSMETOLOGY

Aestheticians Internat'l Ass'n
 American Electrology Ass'n
 American Health and Beauty Aids Institute
 American Soc. of Perfumers
 Ass'n of Accredited Cosmetology Schools
 Ass'n of Cosmetologists and Hairdressers
 Beauty and Barber Supply Institute
 Certified Color Manufacturers Ass'n
 Cosmetic Executive Women
 Cosmetic Industry Buyers and Suppliers
 Cosmetic, Toiletry and Fragrance Ass'n
 Council on Electrolysis Education
 Drug, Chemical and Allied Trades Ass'n
 Foragers of America
 Fragrance Foundation
 Independent Cosmetic Manufacturers and Distributors
 Intercosmiff America
 Internat'l Aloe Science Council
 Internat'l Ass'n of Trichologists
 Internat'l Cham Salon Ass'n
 Internat'l Guild of Professional Electrologists
 Internat'l Tanning Manufacturers Ass'n
 Modeling Ass'n of America Internat'l
 Nat'l Ass'n of Barber Styling Schools
 Nat'l Beauty Culturists League
 Nat'l Cosmetology Ass'n
 Nat'l Interstate Council of State Boards of Cosmetology
 Regulatory Affairs Professionals Soc.
 Soc. of Clinical and Medical Electrologists
 Soc. of Cosmetic Chemists
 World Internat'l Nail and Beauty Ass'n

COTTON

American Cotton Shippers Ass'n
 American Textile Manufacturers Institute
 Cotton Council Internat'l
 Cotton Warehouse Ass'n of America
 Industrial Fabrics Ass'n Internat'l
 Nat'l Cotton Baling Institute
 Nat'l Cotton Council of America
 Nat'l Cotton Ginners Ass'n
 New York Cotton Exchange
 Supima Ass'n of America

COTTONSEED

American Oil Chemists Soc.
 Nat'l Cottonseed Products Ass'n

COUNSEL

American Ass'n for Counseling and Development
 American Ass'n for Marriage and Family Therapy
 American Ass'n of Credit Counselors
 American Ass'n of Fund-Raising Counsel
 American Ass'n of Pastoral Counselors
 American Ass'n of Sex Educators, Counselors and Therapists
 American College Counseling Ass'n
 American College of Trust and Estate Counsel
 American Family Therapy Ass'n
 American Rehabilitation Counseling Ass'n
 American School Counselor Ass'n
 American Soc. of Real Estate Counselors
 Ass'n for Counselor Education and Supervision
 Ass'n for University and College Counseling Center Directors
 Federation of Insurance and Corporate Counsel
 Internat'l Ass'n of Addictions and Offender Counselors
 Internat'l Ass'n of Counseling Services
 Internat'l Ass'n of Marriage and Family Counselors
 Investment Counsel Ass'n of America
 Nat'l Ass'n of Alcoholism and Drug Abuse Counselors
 Nat'l Ass'n of College Admission Counselors
 Nat'l Ass'n of Fraternal Insurance Counselors
 Nat'l Employment Counselors Ass'n
 Nat'l Institute of Management Counsellors
 Nat'l Rehabilitation Counseling Ass'n

COUNSELING see VOCATIONAL GUIDANCE

COUNTY

American Federation of State, County and Municipal Employes
 Internat'l Ass'n of Clerks, Recorders, Election Officials and Treasurers
 Nat'l Ass'n of Counties
 Nat'l Ass'n of County Administrators
 Nat'l Ass'n of County Aging Programs
 Nat'l Ass'n of County Agricultural Agents
 Nat'l Ass'n of County Civil Attorneys
 Nat'l Ass'n of County Engineers
 Nat'l Ass'n of County Health Officials
 Nat'l Ass'n of County Information Officers
 Nat'l Ass'n of County Intergovernmental Relations Officers
 Nat'l Ass'n of County Park and Recreation Officials
 Nat'l Ass'n of County Planners
 Nat'l Ass'n of County Recorders and Clerks
 Nat'l Ass'n of County Training and Employment Professionals
 Nat'l Ass'n of County Treasurers and Finance Officers
 Nat'l Council of County Ass'n Executives
 Nat'l Council of Elected County Executives

CREDIT see also FINANCE

Advertising Media Credit Executives Ass'n, Internat'l
 Allied Finance Adjusters Conference
 American Ass'n of Credit Counselors
 American Bankruptcy Institute
 American Collectors Ass'n
 American Commercial Collectors Ass'n
 American Finance Ass'n
 American Financial Services Ass'n
 American Petroleum Credit Ass'n
 American Recovery Ass'n
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 Broadcast Cable Credit Ass'n
 Coalition of Higher Education Assistance Organizations
 Commercial Finance Ass'n
 Consumer Bankers Ass'n
 Consumer Credit Insurance Ass'n
 Credit Professionals Internat'l
 Credit Research Foundation
 Credit Union Executives Soc.
 Credit Union Nat'l Ass'n
 Defense Credit Union Council
 Direct Marketing Credit Ass'n
 Education Credit Union Council
 Farm Credit Council
 FCIB-NACM Corp.
 Internat'l Ass'n of Credit Card Investigators
 Internat'l Credit Ass'n
 Internat'l Telephone Credit Union Ass'n
 Mastercard Internat'l
 Media Credit Ass'n
 Motion Picture and Television Credit Ass'n
 Nat'l Ass'n of Consumer Credit Administrators
 Nat'l Ass'n of Credit Management