

# NORTHWEST CONSTRUCTION

## Top General Contractors of the Pacific Northwest

The April 2003 issue of *Northwest Construction* will rank the top general contracting firms doing business in Washington and Oregon.

For this listing, we are surveying firms headquartered in, or with corporate subsidiaries/divisions headquartered in, Washington and Oregon. The listing will be based on total revenues from local (Washington and Oregon) projects during the calendar year 2002, as well as all revenues earned by local offices during 2002. The information, along with a "sense of the industry" survey, will be published in *Northwest Construction's* April 2003 issue.

Please complete and return the survey by Friday, January 17, 2003 via fax (206-378-4721) or mail (*Northwest Construction*, Attn: Sheila Bacon, 800 So. Michigan St., Seattle, WA 98108).

**Questions? Contact Sheila Bacon, editor, at (206) 378-4716 or  
sheila\_bacon@mcgraw-hill.com**

### 1. Company information

Company Name \_\_\_\_\_  
Headquarters Address \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_  
CEO/President/Principal Owner \_\_\_\_\_  
Person responsible for totals below \_\_\_\_\_ Phone: \_\_\_\_\_

### 2. Construction Revenue for Calendar Year 2002

Revenue from projects located in Washington and Oregon ONLY: \$ \_\_\_\_\_  
All revenue earned by offices in Washington and/or Oregon: \$ \_\_\_\_\_

### 3. Company Expertise

In what industry does your company specialize? (eg.: general building, transportation, power, etc)

\_\_\_\_\_  
\_\_\_\_\_

**4. Name, location, value and description of your most unique or interesting project (in Washington or Oregon) awarded in 2002.** (Please enclose photo or rendering, if available. Additional project information can be attached on separate sheet.)

\_\_\_\_\_  
\_\_\_\_\_

### 5. Contact information

Are you interested in being a part of a feature story that will accompany the survey results in *Northwest Construction's* April 2003 issue?

YES \_\_\_\_\_ NO \_\_\_\_\_ Contact name/number: \_\_\_\_\_

**Please return surveys to Northwest Construction Editor Sheila Bacon via fax (206-378-4721) or email (sheila\_bacon@mcgraw-hill.com)**

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As a "thank you" for completing this survey, we would like to send you a FREE one-year subscription to *Northwest Construction* magazine.

- Yes, please send me *Northwest Construction*  
 No, I already receive it  
 No, I would not like a subscription at this time

Signature: \_\_\_\_\_ Date: \_\_\_\_\_ (Signature required)

**Northwest Construction Industry Survey**

The following questions comprise a "sense of the industry" survey. Even if you opt not to complete the prior portion of the survey, we would still value your response to these questions. Please circle only one response per question.

1. Compared to 2001, your 2002 profit margins were:  
Much worse      Worse      The same      Better      Much Better

2. Compared to 2001, you bid \_\_\_\_\_ in 2002:  
Much less      Less      The same      More      Much more

3. Compared to 2001, you worked on \_\_\_\_\_ projects in 2002:  
Fewer      The same      More      Many more

4. This year (2003), you expect industry profit margins to be \_\_\_\_\_ than in 2002:  
Much lower      Lower      The same      Higher      Much higher

5. This year, you expect there will be:  
Much less work      Less work      The same      More work      Much more work

6. Compared to 2001, finding skilled labor in 2002 was:  
Very difficult      Difficult      About the same      Easier      Much easier

7. Compared to 2001, you negotiated \_\_\_\_\_ projects in 2002:  
Many less      Less      The same      More      Many more

8. So far in 2003, you use/will use alternative contracting methods:  
Much less      Less      The same      More      Much more

9. What are some of the most important/interesting issues facing the construction industry today?

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**Company name:** \_\_\_\_\_  
**Contact:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

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