



Join National Precast.

Supporting. Uniting. Representing.

- 22 reasons why you **need** to join this vital industry network
- How membership can actually **save** you money
- Why **97%** of our members renew each year



NATIONAL PRECAST
CONCRETE ASSOCIATION AUSTRALIA

22 reasons you need to join the National Precast network

National Precast offers valuable resources, support and exposure to take your business to new heights.

We help you win work

- 01 Receive a *Cordell Precast Project Report* monthly, containing 200 new project details
- 02 Receive a 50% discount on *Cordell Connect Project Detail* subscriptions (\$14,000 value)
- 03 Receive referrals from the Find-a-Precaster service
- 04 Receive Build-a-Tender requests

We help you work smarter

- 05 Receive 5 project case studies per year to give to clients (\$7,500 value)
- 06 Get exposure with your projects in national magazines (\$18,500 value)
- 07 Be promoted on the National Precast website and social media
- 08 Talk to potential clients at DesignBUILD and present at conferences
- 09 Increase your credibility using the 'Precaster member' logo

We advocate for your industry

- 10 Nominate for the National Precast Board
- 11 Input to standards and codes
- 12 Protect yourself and drive change with government authorities and contractors

We give you information

- 13 Download and print 35+ precast-specific Australian Standards (\$14,000 value)
- 14 Call for technical, legal, WHS and HR phone advice (\$1,750 value)
- 15 Receive technical, legal, WHS, innovation and events newsletters
- 16 Receive *Cordell Construction Monthly* reports
- 17 Receive *ACIF News* and access to the *Customised Forecasts Dashboard* (\$800 value)
- 18 Receive national magazines, the *Precast Concrete Handbook* (\$200 value) and more

We help you network with industry leaders

- 19 Attend local events and meet your peers
- 20 Meet interstate precasters at national member-only events
- 21 Attend factory and site visits
- 22 Visit international conferences and exhibitions

Plus... you'll be contributing to our work in empowering, representing and promoting the precast industry.



Membership can save you over \$56,000.

Membership to our network offers fantastic return on investment – over \$56k in savings. And winning just one referral tender can repay you in spades!

Service	Savings
Cordell Connect project info	\$14,000
Project case studies	\$7,500
National magazine exposure	\$18,500
Australian Standards	\$ 14,000
Technical / legal / HR / WHS advice	\$1,750
ACIF forecasting data	\$800
Precast Concrete Handbook	\$200
Total	\$56,750

Why do 97% of our members stick with us?

It's because we're as obsessed with precast concrete as you are, and we get stuff done.

We know that membership needs to be a cost-effective, no risk decision. Our membership offers fantastic return on investment in the form of shared resources, support, marketing, networking and advocacy for your business and your industry.

Our near-perfect retention rate is testament to the essential service we provide for our members. Give us a try for yourself and learn why your peers are renewing their memberships with us year after year.

Save even more by referring a new member!

Refer one new member to National Precast and 50% of the new member's annual fee will be deducted from your membership*.

* In States without a State Co-ordinator, Terms and Conditions apply.

Support the organisation that supports you.



Call 08 8294 0333 to discuss the membership option that's right for you.

“We were experiencing an overly prescriptive approach by specifiers, the association went into bat for us and helped get it sorted.”

Graham Underwood, Rocla

“Being sent invitations to tender makes it easy – the work comes to us!”

Alberto Ferraro, PERMAcast

“Every time I go to a meeting I come away with something that helps me run my business better.”

Katrina Faust, Concrete Products Australia

“We don't tend to do a lot of marketing, so it's great to be able to give out National Precast case studies on our projects to potential clients.”

Michael Waeger, Waeger Precast

“It's comforting to know the answers I need are only a phone call away. Getting advice from one of the best construction lawyers in the country is invaluable.”

Kevin Crompton, Ultrafloor (aust)

Compare National Precast's Membership Benefits

- P** Precaster benefits
- PP** Provisional Precaster benefits
- AP** Affiliate Precaster benefits

	Precaster	Provisional Precaster	Affiliate Precaster
Win Work			
01 Cordell Precast Project Reports*	✓		
02 Discounted Cordell Connect Project Detail subscriptions (\$14,000 value)*	✓		
03 Find-a-Precaster referrals	✓		
04 Build-a-Tender requests	✓		
Build Your Brand			
05 5 project case studies per year (\$7,500 value)	✓		
06 Project case studies published in national magazines (\$18,500 value)	✓		
07 Promotion on the National Precast website and social media	✓		
08 DesignBUILD exhibition and conferences	✓		
09 Use of the 'Precaster member' logo	✓		
Advocacy			
10 National Precast Board nomination	✓		
11 Input to standards and codes	✓		✓
12 Representation to government authorities and contractors	✓		
Information			
13 35+ precast-specific Australian Standards (\$14,000 value)**	✓		
14 Technical, legal, WHS and HR phone advice (\$1,750 value)	✓	✓	
15 Technical, legal, WHS, innovation and events newsletters	✓	✓	✓
16 Cordell Construction Monthly reports*	✓	✓	✓
17 ACIF News and Customised Forecasts Dashboard (\$800 value)	✓		
18 National magazines, the Precast Concrete Handbook (\$200 value) and more	✓	✓	✓
Networking			
19 Local events	✓	✓	✓
20 National member-only events	✓	✓	
21 Factory and site visits	✓	✓	
22 International conferences and exhibitions	✓	✓	

* For more information on the Cordell services, refer to our CoreLogic's Cordell Services flyer.

** For more information on the Australian Standards' service, refer to our Australian Standards' Service flyer.

National Precast's Membership Options

There are two options when applying for a Precaster membership:

- Precaster membership, if you have been in business for 2 or more years; or
- Provisional Precaster membership, if you have been in business for under 2 years.

If you are simply wanting to receive information and provide input to the advocacy work we do, then signing up as an Affiliate Precaster is a great option.

P Precaster Member

As a Precaster Member, you'll get it all. Network and learn from others at 5 national members' dinners and meetings each year, site and factory visits. Use us for your marketing. Be listed on our website, have case studies written for you, gain exposure in national magazines and promote yourself as a member. Receive regular newsletters, tailorable forecasting data, monthly Cordell project reports detailing 200+ new precast projects, regular tender requests and access all precast-related Australian Standards. Get involved with the advocacy work we do and even consider nominating for the Board. Best of all, use us when you need help. Call us whenever you need information and have access to our legal service for contract, employment and other legal matters.

PP Provisional Precaster Member

If you've been manufacturing precast for under 2 years, you can apply for Provisional Precaster membership. Access a limited range of services for a maximum of 2 years. While you won't benefit from some of the services we offer, you'll be able to network and learn from others as you receive newsletters and attend events. You'll also receive monthly Cordell project reports detailing 200+ new precast projects. And as you're just starting out, you'll get help and advice when you need it most.

AP Affiliate Precaster

If you're not yet ready to join, become an Affiliate Precaster. It allows you to stay in touch with the industry, as you're kept up to date via regular newsletters. You'll also have the opportunity to provide input for the advocacy work we do, updating standards and codes and working with authorities on better outcomes for the precast industry.

National Precast's Membership Fees

Precaster & Provisional Precaster fees are based on your ex-works turnover (excluding cartage and installation) and can be paid in full or in monthly or quarterly instalments by arrangement. Fees are treated as STRICTLY CONFIDENTIAL by the CEO and accounts staff.

Fee Type	Previous financial year's ex-works turnover (\$) ex GST	Precaster (\$) ex GST	Provisional Precaster (\$) ex GST	Affiliate Precaster (\$) ex GST
1	0 – 2,500,000	2,500	1,000	850
2	2,500,001 – 5,000,000	4,000	2,000	850
3	5,000,001 – 10,000,000	6,000	3,000	850
4	10,000,001 – 15,000,000	8,000	4,000	850
5	15,000,001 – 20,000,000	10,000	5,000	850
6	20,000,001 – 30,000,000	20,000	10,000	850
7	30,000,001 – 50,000,000	30,000	15,000	850
8	Over 50,000,001	48,000	20,000	850

All fees are per financial year and will be pro-rated if needed.

How National Precast can help you

Win Work

- P** Precaster
- PP** Provisional Precaster
- AP** Affiliate Precaster

Precaster membership provides you with several opportunities to win more work.

01 Monthly *Cordell Precast Project Reports**

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Partnering with CoreLogic, National Precast sends Precaster members monthly *Cordell Precast Project Reports*. These contain essential details for 200+ projects that are valued at more than \$2M, from around Australia. They contain the details of the name, location, value, stage and developer for each project.

02 Member discount on *Cordell Connect Project Detail* subscriptions*

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Should you be interested in full project details, CoreLogic offer members a 50% discount on their *Cordell Connect Project Detail* subscription rate.

This discount can save you up to \$14,000 (one user, national annual subscription, commercial categories). Subscribe to receive information on civil projects in 3 LGAs for as little as \$99 + GST per month!

03 Find-a-Precaster referrals

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When you join as a Precaster member, you nominate your products and services, and this is uploaded into our Find-a-Precaster online service.

This popular service is used by thousands of architects and builders to locate a precaster to supply their next project.

04 Build-a-Tender requests

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Builders know that our Precaster members lead the industry and we are regularly contacted for details of members who supply particular products.

Our Build-a-Tender service is offered to you in addition to our Find-a-Precaster service to help builders looking for precast manufacturers. All manner of products are catered for, from supply-only of standard products like culverts, to supply and erect of bespoke architectural elements.

Builders simply upload project details and drawings and the information is collated and issued as a tender request to you. This service is a time and cost-efficient way to connect with builders and provide them with the information they need.



* For more information on these services refer to our CoreLogic's *Cordell Services* flyer.

How National Precast can help you

Build Your Brand

Precasters are generally humble by nature and slow to shout out about the magnificent contribution they are making to our built environment. We are proud of the work our members do, and that's why our membership affords Precaster members a range of marketing services that recognise and promote the great work that they do.

- P** Precaster
- PP** Provisional Precaster
- AP** Affiliate Precaster

05 Project case studies

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As a Precaster member, you can have 5 project case studies written for you each year.

We make it as easy for you as possible – you simply provide us with information about the project using a simple template, then we interview you and your clients. A draft is sent to you for approval.

Once finalised, we provide you with 20 printed copies that you can give to existing and potential clients. Many members use these as a part of their tender submissions.

06 Project case studies published in national and international magazines

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The case studies we write for you are supplied to our media partners for publication in a range of national and international magazines. Titles such as *Roads & Infrastructure Australia*, *Built Offsite*, *Build Australia*, *Construction Engineering Australia*, *Highway Engineering Australia* and *Waste + Water Management* are just a few examples.

The magazines – and your project write-ups – are read by thousands of builders, architects and engineers. What a great way to promote your business and precast in general!

07 Promotion on our website and social media pages

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The National Precast website is frequented by government authorities, architects and designers, engineers and builders. Regularly updated and containing a wealth of information, resources and practical tools, it includes a free subscription service, allowing professionals to subscribe to regular newsletters. These newsletters promote both the benefits of precast and of using our members, and serve to educate as well.

After your project case studies are published, they are uploaded to our website and to our social media pages. These serve as a quick reference for professionals by providing design inspiration, product information or examples of your work.

As well as project case studies, all National Precast members are listed in our website member directory. Details about your company are uploaded to the site, as is a link to your own website home page. That increases your Google ranking as well as gives you exposure to your market. For specifiers looking for more details about our Precaster members, they can click through to your own dedicated page, where they can learn about the services and products on offer.

How National Precast can help you

Build Your Brand

- P** Precaster
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- AP** Affiliate Precaster

08 DesignBUILD and conferences

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DesignBUILD is the annual design and construction exhibition held alternately every May in Sydney and Melbourne. As a supporting partner, we have a stand which allows members to promote themselves face-to-face to architects, builders and engineers. The DesignBUILD speaker series is another way to get involved.

As a Precaster member, you can also promote your company at national and international conferences through presenting opportunities.

09 Credibility from using the 'Precaster member' logo

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Studies show that companies who are a member of their relevant industry body are more innovative. The same goes for being credible. Associations are trusted and by being a member of an association, that trust is passed on to you.

Precaster members are eligible to use the National Precast 'Precaster member' logo because they have passed our eligibility entry criteria and that means they are held in high standing.



How National Precast can help you with

Advocacy

Advocating on behalf of our members and the wider precast industry is fundamental to our members' future viability and the growth of the industry.

- P** Precaster
- PP** Provisional Precaster
- AP** Affiliate Precaster

10 Nominate for the National Precast Board

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Once you have been a Precaster member for 2 years, you can be recognised for your experience and help drive the future of the organisation and industry by nominating to join the National Precast Board.

This energetic and passionate group of individuals is tasked with developing the strategy for the Association's future and overseeing its implementation with the CEO.

The Board is made up of 10 owners or senior managers from our Precaster members. These people come from around the country, representing both small and large structural and civil precast businesses. Precaster members with a 2+ year membership can nominate someone annually for the National Precast Board.

Board meetings are held 5 times a year, just before each national members' meeting.

Precaster, Industry Supplier, Industry Partner and Professional Associate members are involved.

With a responsibility to represent the membership and industry, our representatives do a fantastic job and are an important and active part of our community. At the same time, both the individuals and member companies who support this enjoy keeping up with the latest changes first-hand and the profile of acting as a national industry representative.

11 Influence changes to standards and codes

P AP

The work we do in this space has seen some major achievements for the industry, ensuring a level playing field is maintained with competing products and that precast quality and safety standards are constantly improved.

National Precast is represented by our member company employees on approximately 20 Australian Standards and code committees. This is a win-win arrangement for National Precast as well as the individuals and members who support this activity.

12 Build better relationships and drive change with government authorities and contractors

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On your own you can only go so far in developing relationships and achieving outcomes with government authorities, contractors and the like. By being a part of the National Precast community you can achieve much more.

Whether you engage us to assist with a problem or work with us to drive change, there is credibility from being represented by the national industry association and with numbers comes strength. More can be achieved.

We have considerable experience in and are highly skilled at developing strong relationships and working with our members and authorities.

We ensure both parties' interests are heard and that win-win outcomes are negotiated.

How National Precast can help you with

Information

Knowledge is power, and with the right information at their fingertips, our members have the knowledge they need to maximise the efficiency of their businesses. As a member, that information conveniently comes to you or is as simple as picking up the phone.

P Precaster
PP Provisional Precaster
AP Affiliate Precaster

13 Download and print 35+ Australian Standards

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Included in your annual Precaster membership is access to more than 35 precast-specific Australian Standards, available for download and print. Valued at up to \$14,000pa, this one service can pay for a year's membership for a small to medium sized precaster. Refer to our *Australian Standards' Service* flyer for more information and contact us for a current list of available Standards.

14 Technical, legal, WHS and HR phone advice

P **PP**

At National Precast, we employ highly skilled specialists, all having professional backgrounds and qualifications, so that members benefit from our extensive knowledge and practical experience in our respective fields.

We are here to help our members and are happy to assist with almost anything. Whether you require information about a Standard, a copy of a position description, legal advice, safety support or HR assistance, we will do our best to get you the answers.

We have a 20+ year relationship with legal firm Moray and Agnew. Every year their partners participate in and present at our member-only events. As well as seeing them face-to-face at these events, you can access their complimentary one hour telephone advisory service on a range of workplace and commercial legal matters.

15 Technical, legal, WHS, innovation and events newsletters

P **PP** **AP**

Keeping up to date is important, but with the abundant information available these days, it is hard to keep on top of what is relevant to your business. We do that for you.

As a member, you will receive regular newsletters by email on a range of topics. Whether it is about a change to a Standard, an industry incident, new safety-related initiatives, an award-winning project or a contract matter, we make sure you know the latest.

16 *Cordell Construction Monthly* reports

P **PP** **AP**

Cordell Construction Monthly reports will give you an overview of construction market activity, serving as a regular update on the number and value of construction projects that are in planning or have commenced construction across residential, community, commercial and major infrastructure developments. For more information about these reports, refer to our *CoreLogic's Cordell Services* flyer.

How National Precast can help you with Information

- P** Precaster
- PP** Provisional Precaster
- AP** Affiliate Precaster

17 *ACIF News and the Customised Forecasts Dashboard*

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Do you want to know what the construction market is going to look like in your area in 12 months or 10 years?

As a member you will receive *ACIF News* and can access the *Customised Forecasts Dashboard* - a valuable forecasting tool that has been developed by the Australian Construction Industry Forum's Construction Forecasting Council. Released biannually, *ACIF Forecasts* provide a credible 'compass' on upcoming demand for work across all sectors, including major projects, as well as what is happening with construction costs and labour requirements.

18 *Magazines, the Precast Concrete Handbook and more*

P PP AP

Through our partnership with publishers like EPC Media, Prime Creative, Boston Publishing, Sage Media and others, you will receive a range of hard-copy and online subscriptions to a number of industry magazines. Not only do these magazines feature work by our Precaster members, they are a good way to gain a broader construction industry perspective.



How National Precast can help you with

Networking

Networking with other industry leaders is something that our members love. As a member, there are several ways to get to know other precasters, both from your own state and from around the country.

- P** Precaster
- PP** Provisional Precaster
- AP** Affiliate Precaster

19 Local events

P PP AP

We understand that not all members can travel interstate for all of our national meetings. We also understand that sometimes there are issues pertinent to just one state, which require action. As well, owning or running a precast factory can be somewhat isolating.

To address these issues, we are appointing State Co-ordinators for each state. Part of their role is to organise informal gatherings for local precasters and their suppliers, and liaise as a regular conduit between precasters and the CEO.



20 National member-only events

P PP

These are a favourite among our current members, many of whom consistently fly across the country to attend. They are a fantastic way for you to develop relationships with precasters outside your home state. Make friends, share stories, ask for advice and learn at these informal and friendly events.

5 national members' events are held each year, currently in Sydney, Melbourne, Brisbane, Perth and Adelaide. Registration fees are charged to cover costs, however if you are located more than 400km from all of these cities, you will be able to attend 2 dinners and 2 meetings per year free of charge.

Members' events are held over 2 days, and usually consist of a dinner, a factory tour or site visit and a members' meeting.

The members' meeting has both a state and national component and comprises a mix of discussions, guest presenters, project presentations and more.

Dinners are where the informal networking is done. Partners are welcome to attend and many friendships have been formed. Several members look forward to incorporating the members' events as part of their annual travel schedule.

On average, approximately 70 people attend the dinners and 50 attend the meetings. These numbers are constantly increasing.

Networking

- P** Precaster
- PP** Provisional Precaster
- AP** Affiliate Precaster

21 Factory and site visits

P PP

With a focus on empowering our members, we commonly organise visits to members' factories and construction sites as a part of our member-only events.

Our members comment that precast factory visits provide an invaluable insight into other precaster's operations, helping them in their efforts of continuous improvement. These visits add another dimension to the meeting experience and provide first hand learning opportunities. As a member you will have the opportunity to see how others run their businesses and discover new ideas that you can implement in your own factory. You will also be welcomed into other members' factories on a one-on-one basis. Construction site visits provide a different perspective again.

22 International conferences and exhibitions

P PP

Over the years we have developed strong working relationships with our international counterparts and periodically organise group tours to a range of precast conferences and exhibitions. These tours are usually supplemented with visits to local factories.

Attending these events is brilliant for developing close relationships with fellow travellers and finding out about new and different products and systems.

As well, we are often asked to present at international conferences about the Australian precast market, which is a great opportunity for you to put your projects on the international stage.



Included in your annual Precaster membership is access to 35+ precast-specific Australian Standards, available for download and print. Valued at up to \$14,000pa, this one service can pay for a year's membership for a small to medium sized precaster.

Note: If your business already has a Standards' subscription service, please tell the relevant person in your organisation, to make sure they don't renew and make the most of this membership benefit. It can save you thousands.

Available Standards

AS 1170.4-2007 (R2018)	Structural design actions – Earthquake actions in Australia
AS 1379 Supp 1-2008	Specification and supply of concrete – Commentary (Supplement 1 to AS 1379 - 2007)
AS 1379-2007 (R2017)	Specification and supply of concrete
AS 1597.1-2010	Precast reinforced concrete box culverts – Small culverts (not exceeding 1200 mm span and 1200 mm height)
AS 1597.2-2013	Precast reinforced concrete box culverts – Large culverts (exceeding 1200 mm span or 1200 mm height and up to and including 4200 mm span and 4200 mm height)
AS 2601-2001	Demolition of structures
AS 2870-2011	Residential slabs and footings
AS 3600-2018	Concrete structures
AS 3600-2009 Supp 1:2014	Concrete structures – Commentary (Supplement to AS 3600-2009)
AS 3610 Supp 2-1996	Formwork for concrete – Commentary (Supplement to AS 3610-1995)
AS 3610.1-2018	Formwork for concrete – Specifications
AS 3735 Supp 1-2001	Concrete structures retaining liquids – Commentary (Supplement to AS 3735-2001)
AS 3735-2001	Concrete structures retaining liquids
AS 3850.1:2015	Prefabricated concrete elements – General requirements
AS 3850.2:2015	Prefabricated concrete elements – Building construction
AS 3996-2006	Access covers and grates
AS 4100-1998 (R2016)	Steel structures
AS 4198-1994	Precast concrete access chambers for sewerage applications
AS 4678-2002	Earth-retaining structures
AS 5100.1:2017	Bridge design – Scope and general principles
AS 5100.2:2017	Bridge design – Design loads
AS 5100.3:2017	Bridge design – Foundation and soil-supporting structures
AS 5100.4:2017	Bridge design – Bearings and deck joints
AS 5100.5:2017	Bridge design – Concrete
AS 5216:2018	Design of post-installed and cast-in fastenings in concrete
AS/NZS 1170.0:2002	Structural design actions – General principles
AS/NZS 1170.1:2002 (R2016)	Structural design actions – Permanent imposed and other actions
AS/NZS 1170.2:2011 (R2016)	Structural design actions – Wind actions
AS/NZS 1170.3:2003 (R2016)	Structural design actions – Snow and ice actions
AS/NZS 1554.3:2014	Structural steel welding – Welding of reinforcing steel
AS/NZS 2327:2017	Composite structures – Composite steel-concrete construction in buildings
AS/NZS 4058:2007	Precast concrete pipes (pressure and non-pressure)
AS/NZS 4671:2001	Steel reinforcing materials
AS/NZS 4672.1:2007	Steel prestressing materials – General requirements
AS/NZS 4672.2:2007	Steel prestressing materials – Testing requirements
AS/NZS 5100.6:2017	Bridge design – Steel and composite construction

Three separate services are available through our preferred construction project information provider, CoreLogic. These include a monthly *Cordell Precast Project Report*, *Cordell Construction Monthly* reports and discounted *Cordell Connect Project Detail* subscriptions.

Note: If your business already has a Cordell Connect Project Detail service, please tell the relevant person in your organisation, to make sure they don't renew and make the most of this membership benefit. It can save you thousands.

The Cordell Precast Project Report and Cordell Construction Monthly report

Each month, you will receive a precast-specific *Cordell Precast Project Report* as well as a *Cordell Construction Monthly* report as part of your membership.

The *Cordell Precast Project Report* includes details for 200 projects valued at more than \$2M from around Australia. It contains the details of the name, location, value, stage and developer for each project.

The *Cordell Construction Monthly* report provides an overview of construction market activity, serving as a regular update on the number and value of construction projects that are in planning or have commenced construction across residential, community, commercial and major infrastructure developments.

The report includes:

- Number and value of combined pipeline projects over the month
- Median pipeline project values by segment
- Number and value of combined commencing projects over the month
- Median commencing project values by segment
- Locations of construction across Australia
- Insights from the Cordell data research team.

Member discount on Cordell Connect Project Detail subscriptions

As a member, you may be interested in full project details for the projects in the *Cordell Precast Project Report*, in which case you can receive a 50% discount on CoreLogic's *Cordell Connect Project Detail* subscription rates.

This discount can save you up to \$14,000 (one user, national annual subscription, commercial categories).

Discounted subscriptions on offer:

Area	Commercial (cat. 100 - 1600)	Civil (cat. 1700 only)	Mining (excl. cat. 2000, 2200, 2300, 2400)
National Metro	\$1,199	\$499	\$350 (incl. regional)
NSW State Metro	\$399 +GST	\$139 +GST	
VIC/TAS State Metro	\$399 +GST	\$139 +GST	
WA State Metro	\$299 +GST	\$99 +GST	
QLD/NT State Metro	\$299 +GST	\$99 +GST	
SA State Metro	\$199 +GST	\$79 +GST	
	<i>(or upgrade to whole state access for an additional \$200 +GST)</i>		
3 LGAs	From \$99	From \$49	