



Council of Chapter
Representatives

BEST PRACTICES APPROACH TO CHANGE ORDERS: OPPORTUNITIES & CHALLENGES

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Moderated by:

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Panelists:

Joseph Samia

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Discussion Item #1

Change Order form/template used to cover ALL costs - be profitable on CO's (full coverage), CO's need to be profitable

Discussion Item #2

**Handling/Managing
proceed/execute CO's and price
when completed – we are financing
proceed and price CO's (becoming
an industry trend)**

Discussion Item #3

**Contract language / Construction
Directives within the contract
(review and negotiate)**

Discussion Item #4

**Negotiating % allowed on CO's /
Contingencies / Allowances
- How to engage your customer**

Discussion Item #5

Policy/Procedure on Field ticket work; accuracy & efficiency by field and shop foreman including material handling

Discussion Item #6

Deduct CO's: Be creative, be prudent, be smart - make deduct CO's profitable



QUESTIONS?

THANK YOU FOR LISTENING

