

## NOVEMBER 2016

### **NOVEMBER**

**November 16**  
**Monthly Meeting**  
**DINNER MEETING**  
*Syberg's on Dorsett*

### **DECEMBER**

**December 14**  
**Member Holiday Party**  
**CASINO NIGHT**  
*Syberg's on Dorsett*

### **JANUARY**

**January 11**  
**BPI in a Box Luncheon**  
*Syberg's on Dorsett*

**January 11**  
**Seal the Deal**  
**Sales Training**  
*Syberg's on Dorsett*

**January 25**  
**Meet the GC's Expo**  
*St. Charles Convention Ctr*

**February 15**  
**Monthly Meeting**  
**LUNCH MEETING**

**March 8**  
**Monthly Meeting**  
**DINNER MEETING**

visit  
[www.asamidwest.com](http://www.asamidwest.com) for  
a calendar of events.

This weekend the ASA board of directors as well as many of our past presidents, gathered together for our annual planning meeting. It's amazing what happens when you collaborate for long periods of time with people in the same industry. In the near future you may be asked to join a committee, consider a position on the Board of Directors, or join our advocacy/legislative committee in Jefferson City, for the annual "day at the capitol". We are a volunteer organization, so we can only continue to strengthen our subcontracting industry with powerful and effective committee members and volunteers.

One of the discussions during our strategic planning session, was how to make our organization better, and how to give our membership even more value. We are working diligently, and exploring new ideas ... Look for future information in our newsletter for upcoming additions to new committees /events, as well as how we broadcast new information to the ASA MWC members.

I look forward to seeing everyone at our meeting this month on November 16th, but please remember, if you can't attend invite someone from your organization to attend in your place. We would love to see new faces, and make even more contacts! Upcoming ASA Events include: Casino Night - December 14<sup>th</sup>, and the 15<sup>th</sup> Annual Meet the GC's EXPO -January 25 2017 at the St. Charles Convention Center.

Sincerely,

Amy Heeger  
AME Constructors  
[amyh@ameconstructors.com](mailto:amyh@ameconstructors.com)  
President, ASA Midwest Council



Syberg's on Dorsett  
2430 Old Dorsett Road  
Maryland Heights, MO

Directions: Exit HWY 270 at the Dorsett Exit. Go east on Dorsett, and a left onto Old Dorsett Road to Syberg's.

**Join a committee today.**

**Membership**

*(Chris O'Hagan)*

**Programs**

*(Chris O'Hagan/Steve Giacin)*

**Golf**

*(Jennifer Church)*

**Advocacy**

*(Tim Thomas)*

**Awards Gala**

*(Molly Spowal /Rick Swanson)*

**Construction Showcase & BBQ**

*(Amy Heeger/Jim Riportella)*

**GC Expo**

*(Walter Bazan, Jr. /Tim Thomas)*

**Safety**

*(Mike Sicking)*

**Brand Development**

*(Stephanie Woodcock)*

**Contract Review**

*(Dick Stockenberg)*

*Most committees meet every 4 weeks, contact a committee chair today, to join a committee!*



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**NOVEMBER 2016  
MONTHLY MEETING  
MEMBER DINNER MEETING  
Syberg's on Dorsett  
Wednesday, November 16, 2016**

Please join the ASA Midwest Council on Wednesday, November 16th for the Monthly **DINNER** Meeting.  
Syberg's on Dorsett: 5:30 to 8:00 p.m.

Our program for the evening will feature two area General Contractors: Contegra Construction Co. and Paric Construction.

Join the conversation, and learn about upcoming projects, and opportunities to work with these general contractors.

**Speakers include: Jim Mundy, Project Executive, Contegra Construction Co, and Evan Chiles, Sr. Estimator, Paric Construction.**

**MEETING AGENDA:**

**5:30-6:30 p.m.**-Networking/Cocktail Hour.

**5:45-6:30 p.m.** BPI (Business Practice Interchange-subcontractor/supplier members only.)

**6:40**-Dinner & Announcements

**7:15 p.m. Program:** *Contegra Construction & Paric Construction Speakers*

**BPI Companies: Clayco, McCarthy Building Co.'s, Rhodey Construction, S.M. Wilson, Wash U.**

Invite a non member guest to this meeting as it is one of the best ways to introduce non members to all the benefits of ASA!.

First time non member guests are FREE, but must be registered in advance with the ASA office. [susan@asamidwest.com](mailto:susan@asamidwest.com)

\$42 includes hosted bar, dinner & program.

Register online-[www.asamidwest.com](http://www.asamidwest.com) by Friday, November 11, 2016

Attendees not cancelled by 11.11.16 will be charged per ASA cancellation policy.

**11th ANNUAL CASINO NIGHT  
Members Only Holiday Party**



**Wednesday, December 14th  
Syberg's on Dorsett  
6:30 p.m. to 10:00 p.m.**

**Don't miss the 11th Annual ASA Midwest Council **Casino Night** Holiday Party!!**

**This is an ASA Member's Only event, but please register and bring your spouse or significant other, and join us for some holiday cheer ASA style!!**

**\$75 per person includes  
Hosted Bar, Appetizers, Gaming, &  
a Chance to Win Great Prizes!!**

**Register [www.asamidwest.com](http://www.asamidwest.com)  
by December 9th.**

*(no shows not canceled by 12.9.16 will be charged)*

**Again this year we will conduct a food drive to benefit the **St Louis Area Food Bank**, so please bring canned goods to donate to this worthy cause. Last year we collected over 500 lbs. of food, which provides meals to the area's neediest families.**

***(No complimentary guests in December as this is a members only event, which replaces the usual monthly meeting)***



**ASA Midwest Council is on Facebook, Twitter & LinkedIn  
Follow ASA Midwest Council for the latest news and information.**

## Build your Brand-Start Campaigning!

Stephanie Woodcock  
Seal the Deal Too



As part of the construction industry, we are all in the business of building something.

Are you building your brand as well?

I've seen good companies do superior work, excel at building structures and in their particular trades, and build something out of nothing. But, when it comes to building their brand, they don't know where to turn.

Many companies have a great history, relationships, recognition amongst their peers, and even an identifiable logo, but they need a brand to meld it all together.

A brand creates awareness and trust. There is a reason consumers buy Coke and Pepsi more than off brands – because they trust these brands to deliver a quality and consistent product. They have formed a bond with that brand.

One way to form a bond with your current and prospective clients is to create a marketing *campaign*. A marketing *campaign* is different than a marketing *piece*. For instance, you can have an anniversary or a new hire and send out a marketing *piece* that announces the occasion. But, it's 'one and done.' A sporadic marketing splash that serves as a 'one hit wonder.' It may have a short-term impact and be a great piece, but it doesn't replace the value of a marketing *campaign*.

A marketing *campaign* is a series of marketing pieces that connect around the same topic, theme, and initiative. A campaign has a life cycle that ideally keeps the audience wanting more. A good campaign adds value to the brand, maximizes impact, and ultimately evokes the customer's trust.

Creating a marketing campaign takes a few essential ingredients. It must create interest. If you don't have a creative campaign, it's not going to carry your brand through a life cycle long enough to generate new interest and awareness in the market. A good campaign centers around key tenets and purposes of the company. It frames the company's purpose in a new way, so that the market takes notice. A good campaign is strategically released consistently through various forms of delivery methods. Various marketing tools such as print, media, promotional materials, electronic presence, signage and more should all be supporting the theme of the campaign.

And lastly a great marketing campaign is promoted internally within the company so that it becomes part of the fabric of the brand. Its shelf life does not expire because it's not on a shelf. It becomes a living, changing brand that effectively creates interest in the market.

You know it when you have a good marketing campaign. Because you hear about it. Your customers notice it and comment on it.

You don't always know it if you don't.

A good marketing campaign starts with a great idea and separates your brand from the competition. But, it needs legs, consistency, a message, and a theme to turn into something great that will build and strengthen your brand.

A company can have a great culture, history, and reputation, but all these assets need to be developed into a brand to create broader awareness and impact. Marketing campaigns do that. They help separate your brand from the competition and build the brand to new levels of awareness and growth.



*The Tom Owens Memorial Scholarship is a 501(c)(3) non-profit organization that provides financial assistance to qualified candidates who are part-time or full-time students who attend or will be attending accredited junior college, college, university or post-graduate institutions. Please consider making a tax deductible donation to the Tom Owens Memorial Scholarship Fund to further our cause today.*

**Visit [www.asatomsf.com](http://www.asatomsf.com) for additional information**  
*For additional information about the Scholarship Fund contact  
 Chris O'Hagan, J D Kutter Insurance -[chris@jdkutter.com](mailto:chris@jdkutter.com)*

# THANK YOU

to the MEMBER COMPANIES that attended the OCTOBER monthly meeting:

Affton Fabricating & Welding	Enterprise Bank & Trust	Hoette Concrete	P & A Drywall
AME Constructors	Envirotech	Integrated Facility Services	Precision Analysis
American Steel Fabrication	Event Productions	J.D. Kutter Insurance	Professional Metal Works
Architectural Sheet Metal	Fabick	Kaiser Electric	RubinBrown LLP
Bazan Painting Co.	Fenix Construction	Kirberg Company	Sandberg Phoenix
BDO USA	Foreman Fabricators	Knapheide Truck EQ	von Gontard
Bell Electrical	Foundation Supportworks	Lizmark Branded Solutions	Schaeffer Electric
CMIT Solutions	Frost Supply	Meyer Painting Co.	Schmersahl Treloar & Co.
Commercial Fabrication	George McDonnell & Sons	Midwest Elevator	Seiler Instrument
Convergent Technologies	Golterman & Sabo	Murphy Company	SFW Partners LLC
Drilling Service Co.	Grant Masonry Contracting	Nu Way Concrete Forms	T.J. Wies Contracting, Inc.
Duct Systems	Guarantee Electrical Co.	O J Laughlin Plumbing Co.	UHY LLP
	Hayden Wrecking	OnSite	United Rentals
			Westport Pools

# **Upcoming ASA Midwest Council Meetings & Events**

- |                    |   |
|--------------------|---|
| <b>November 16</b> | <b>Monthly Membership DINNER Meeting</b><br><i>Syberg's on Dorsett</i>            |
| <b>December 14</b> | <b>Casino Night Holiday Party</b><br><i>Syberg's on Dorsett</i>                   |
| <b>January 11</b>  | <b>BPI in a Box</b><br><i>Syberg's on Dorsett</i>                                 |
| <b>January 11</b>  | <b>Seal the Deal Sales Training</b><br><i>Syberg's on Dorsett</i>                 |
| <b>January 25</b>  | <b>15th Annual Meet the GC's Expo</b><br><i>St. Charles Convention Center</i>     |
| <b>February 15</b> | <b>Monthly Membership LUNCH Meeting</b>   |
| <b>March 8</b>     | <b>Monthly Membership Dinner Meeting</b>  |
| <b>April 1</b>     | <b>24th Annual ASA MWC Awards Gala</b><br><i>The Four Seasons Hotel St. Louis</i> |
| <b>April 19</b>    | <b>Monthly Membership LUNCH Meeting</b>   |



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# ASA EXCELLENCE IN ETHICS AWARDS 2016

ASA will honor selected firms that demonstrate the highest standards of internal and external integrity during an awards ceremony at the ASA annual convention, SUBExcel 2017, March 15-18, 2017, in Denver, Colorado.

## HELPFUL LINKS

- Watch the Excellence in Ethics Awards [Video](#).
- Download the 2016 Excellence in Ethics Awards [Brochure](#).
- Download the 2016 ASA Excellence in Ethics Awards [Application](#).
- ASA provides useful model documents to help with your submission and your ethics program. View the 2016 Excellence in Ethics Awards [Resource Guide](#).
- Download the 2016 ASA Excellence in Ethics Awards [Timeline](#).
- [ASA's Excellence in Ethics Awards Program Q&A LinkedIn Group](#)—a forum for getting answers to your questions about the award and application process. This forum includes current award recipients who have been through the application process and are willing to help guide new applicants through their application process.
- Recipients of the 2015 ASA Excellence in Ethics Awards may re-apply for 2016 using the [Re-Certification Form](#).



AMERICAN  
SUBCONTRACTORS  
ASSOCIATION

APPLICATION DEADLINE:  
**DECEMBER 16, 2016**



**SAVE THE DATE!!**

**ASA MIDWEST COUNCIL'S  
15th Annual  
MEET THE GC'S EXPO**

**Wednesday, January 25th 2017**

**3:00-4:30 p.m. MEMBERS  
ONLY**

**4:30-7:00 p.m. ALL ATTENDEES  
WELCOME**

**St. Charles Convention Center**

## ASA Meeting Sponsorship

**Highlight** your company at an  
ASA Monthly Meeting

It is only \$250 to be a meeting sponsor.

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**Full Color Sponsor Flyer  
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Recognition in Newsletter.**

Contact Susan Winkelmann  
[susan@asamidwest.com](mailto:susan@asamidwest.com)  
314 845-0855



All eyes at the Capitol are focused on General Election Day, and the results will determine Missouri's path forward for the next four years.

The race for Governor continues to heat up. The polls continue to show Democrat Chris Koster leading Republican Eric Greitens. Should Greitens win, most observers believe one of the first actions of the General Assembly will be Right to Work legislation, especially since Greitens has vowed to sign the bill into law. On the other hand, Koster would surely veto the measure, and it is unlikely the House and Senate would be able to muster the necessary votes to provide an override.

Also on the radar is the matchup in Senate District 1, where incumbent Democratic Senator Scott Sifton faces Republican Randy Jotte. This St. Louis area race is sometimes seen as a swing district, as Sifton's predecessor was Republican Jim Lembke. Sifton however, continues to outperform Jotte in recent polling, as his lead continues to grow heading into the final stretch of the campaign.

Senate district 19, in the Columbia, MO area, pits two current members of the House of Representatives in a battle for the seat being vacated by Republican Kurt Schaefer. Stephen Webber has served four terms as a Democrat House member, and recently graduated from law school at the University of Missouri. He faces challenger Caleb Rowden, a Republican, who owns a media and marketing company in Columbia. Rowden is currently serving his second term in the State House. Polls show this race favoring Webber.

There are several competitive races across the state for seats in the Missouri House, but regardless of the outcomes, it is clear that Republicans will continue to hold super majorities in both chambers of the General Assembly.

Post-election will be a busy time for staffers at the Capitol, as they must hold orientation for newly elected House and Senate members, with the daunting task of getting them up to speed in a time frame of only eight weeks. Staff members will also face the onslaught of hundreds of new pieces of legislation, as pre-filing of bills begins on December 1, in preparation for the new session beginning on Wednesday, January 4, 2017, followed by the inauguration of the new Governor on January 9.

A post-election report will be sent to the ASA Membership shortly after the election on November 8. Let us know if you have questions regarding any of the races or candidates. Please remember, get out and vote on November 8! Nikki Strong, Strong Consulting Group.

# ASA Midwest Council Members

Acoustical Ceilings, Inc.  
Affton Fabricating & Welding  
AME Constructors  
American Burglary & Fire, Inc.  
American Steel Fabrication, Inc.  
Architectural Sheet Metal Systems  
Aschinger Electric  
Automatic Controls Equipment  
Systems  
Bangert Computer Systems  
Bazan Painting Company  
BDO USA  
Bell Electrical Contractors  
Benson Electric Company  
Bick Group  
Bi-State Fire Protection Corp.  
Bi-State Utilities Company  
Bloomsdale Excavating Co.  
Blue Line Rental  
Briner Electric  
Building Point Mid-America  
Bumpy's Steel Erection LLC  
C. E. Jarrell Contracting  
CK Power  
CMIT Solutions  
CNA Surety  
Car-Doc Automotive  
Cardinal Environmental Operations  
Cee Kay Supply  
CliftonLarsonAllen, LLP  
Collins & Hermann  
Commercial Fabrication  
Convergint Technologies  
Corrigan Company  
Deep Foundations, LLC  
Doll Services and Engineering  
Drilling Service Company  
Duct Systems  
Dynamic Controls, Inc.  
ELCO Chevrolet Cadillac  
Enterprise Bank & Trust  
Envirotech, Inc.  
Event Productions, Inc.  
Fabick CAT  
Fenix Construction Co. of STL  
Flooring Systems, Inc.  
Foreman Fabricators  
Foundation Supportworks by Woods  
Freeman Contracting  
Frost Supply

Galloway, Johnson, Tompkins, Burr & Smith  
GBI, Inc.  
George McDonnell & Sons  
Golterman & Sabo  
Grant Contracting  
Greensfelder, Hemker & Gale, P.C.  
Guarantee Electrical  
H & G Sales, Inc.  
Haberberger, Inc.  
Hanenkamp Electric  
Hayden Wrecking  
Heitkamp Masonry  
Helitech Civil Construction Division  
Hoette Concrete  
Ideas4Promos  
Integrated Facility Services  
IronPlanet  
Irwin Products  
J.D. Kutter Insurance  
J.F. Electric  
JJ Construction Services, LLC  
J.W. Bommarito Construction Co.  
J.W. Terrill  
John J. Smith Masonry  
Johnny on the Spot at Republic Services  
Johnson Controls  
K & K Supply, Inc.  
Kaemmerlen Electric  
Kaiser Electric  
Kay Bee Electric  
Kirberg Company  
Kirby-Smith Machinery, Inc.  
Knapheide Truck Equipment  
Landesign LLC  
Lawrence Fabric & Metal Structures, Inc.  
Leach Painting Company  
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Lizmark  
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McCarthy, Leonard & Kaemmerer  
Merric  
Meyer Painting Co.  
Midwest Elevator  
Mobile Mini  
Montgomery Bank  
Murphy Company

Negwer Door Systems  
NES Rentals  
Niehaus Building Services  
Nu Way  
O.J. Laughlin Plumbing Co.  
On Site  
P & A Drywall Supply  
Parkway Construction Services  
PayneCrest Electric  
Pearl Street Electric, LLC  
Pirtek Fenton  
Precision Analysis, Inc.  
Professional Installers  
Professional Metal Works, LLC  
Priority Xpress Couriers LLC  
RAI Insurance Group  
R.F. Meeh Co.  
RGR Equipment LLC  
RJP Electric  
RM Supply  
Raineri Building Materials  
Ravensberg, Inc.  
Rebar Specialists Installation  
Rental Supply, Inc.  
Riechmann Transport, Inc.  
Ritchie Bros Auctioneers  
Rock Hill Mechanical Corp.  
RubinBrown LLP  
Sachs Electric Company  
Safety International, LLC  
Sandberg, Phoenix, von Gontard  
Schaeffer Electric Co., Inc.  
Schmersahl Treloar & Co.  
Seal the Deal  
Seiler Instruments  
SFW Partners, LLC  
Signature Craft  
Stylemaster Apparel, Inc.  
Swanson Masonry, Inc.  
T.J. Wies Contracting  
Taylor Excavating  
Trojan Iron Works, Inc.  
TROCO Custom Fabrication  
UHY LLP  
United Rentals  
Vee-Jay Cement Contracting  
Vinson Mortgage  
Westport Pools  
Zurich Surety

*Each month you will receive an update on the committees within ASA, to keep you informed. on current happenings at the committee level. Below are this month's committee reports.*

## **MEMBERSHIP**

Do you know a company that would benefit from joining the ASA? Contact membership chairman Chris O'Hagan-[chris@jdkutter.com](mailto:chris@jdkutter.com) or Susan Winkelmann, ASA executive director-[susan@asamidwest.com](mailto:susan@asamidwest.com) with any prospective new members. The membership committee will follow up with your contacts, and invite them to the next ASA membership meeting as our guest.

The ASA Midwest Council helps St. Louis subcontractors become more profitable and provides members with numerous benefits. ASA's goal is to make our members more efficient and effective at doing business. We are an organization that helps its members increase their business and make them better at what they do on a daily basis.

ASA Midwest Council provides extensive opportunities to *Learn About and Network with Customers and Peers*: ASA provides a safe place for construction business leaders to discuss their business challenges and opportunities.

Being active in ASA-MWC is a great way to meet with and interact with all of the members of the construction team, including customers and prospective customers.

ASA Midwest Council events are "must attend" for everyone in the St. Louis Construction Community. Our Meet the GC's Expo, Awards Gala, Golf Tournament, and STL Construction Showcase and BBQ, set the standards for all industry events.

ASA Midwest Council events attract those from all aspects of the construction industry including General Contractors, Subcontractors, Suppliers, and the Service Providers to the construction industry.

## **PROGRAMS**

The programs committee has finalized the calendar through January 2017. If you are interested in participating in the ASA Programs Committee, or have a suggestion regarding programming, please contact Chris O'Hagan, J.D. Kutter Insurance, or Steve Giacin, Professional Installers, ASA Program Committee Co-Chairs.

## **CONTRACT REVIEW**

The ASA Midwest Council maintains an extensive library of "marked up" contracts on file, thanks to the work of our contract review committee. If you need a copy, contact [susan@asamidwest.com](mailto:susan@asamidwest.com)

If you have other questions regarding the contract review service, contact committee chair, Dick Stockenberg, Sandberg Phoenix, von Gontard at [rstockenberg@sandbergphoenix.com](mailto:rstockenberg@sandbergphoenix.com).

## **SAFETY**

The safety committee meets the first Thursday of the month at 3:30PM. The location is variable depending on attendance. We are looking for more members. Please consider sending someone from your staff to join our committee. Remember Safety Pays! Call Mike Sicking at 314-486-3141 for information about the ASA Safety Committee.



**ASA Midwest Council is on  
Facebook, Twitter & LinkedIn**

## **Deadline to Apply for ASA's National Construction Best Practices Awards Less Than a Month Away**

The deadline to apply for ASA's National Construction Best Practices Awards is less than one month away! Prime contractors or specialty trade contractors who are committed to superior business practices are encouraged to apply by **Nov. 11, 2016**.

These awards recognize contractors who demonstrate best business practices like safety management, prompt payment, prompt processing of change requests and claims, and effective project scheduling and coordination.

Prime contractors and specialty trade contractors that have signed, within the past year, a contract directly with a construction owner under which it performs construction services are eligible to apply.

The criteria for these awards include the use of a standard subcontract whose provisions substantially reflect the best practices incorporated into the ASA-endorsed ConsensusDocs 750 *Standard Agreement Between Constructor and Subcontractor*, as well as highly favorable evaluations from three specialty trade contractors, based on 20 project management factors.

Each applicant must supply three sealed business-practices recommendations from specialty trade contractors that have worked for it in the past year along with a copy of its standard subcontract with its application. A construction attorney will evaluate the standard subcontract, and the ASA Task Force on Ethics in the Construction Industry will evaluate the recommendations from specialty trade contractors. Prime construction contractors that use the ASA-endorsed ConsensusDocs 750 contract form as their standard subcontract automatically pass the subcontract evaluation.

Electronic entries will be accepted this year, but the sealed business-practices recommendations still must be submitted by mail. The application fee of \$495 can be submitted by mail, phone or email. Details are available on the ASA Web site under "[Education & Events](#)." Awards will be presented during ASA's annual convention, SUBExcel 2017, which will take place March 15-18, 2017, in Denver, Colo.

## **ASA President's Letter**

Dear Fellow ASA Members and Friends,

As I have noted, I will be discussing ASA's "Professional Standards of Practice for Construction Subcontractors" throughout my term as your 2016-17 president. This cause is important to me and I encourage ASA members, and non-member subcontractors, to voluntarily comply with these standards. These standards represent subcontractor obligations which also are sound business practices that prove to be in the enlightened self-interest of prudent subcontractors.

Today I want to talk about antitrust. One of the standards in this guide states that professional subcontractors will "avoid practices that might be considered in violation of the letter and spirit of antitrust laws." Antitrust laws promote competition in the open market by prohibiting certain business practices that might adversely affect competition. Getting caught in an antitrust trap can be disastrous for a contractor, and violations carry stiff penalties.

In August, ASA's Chief Advocacy Officer E. Colette Nelson wrote an article in ASAToday to help subcontractors understand potential antitrust problem areas in the construction industry. In the article, she explains price fixing, bidding practices, group boycotts, prime contractor-subcontractor relations, and contractor-supplier relations tying agreements. In the event that you missed this article, visit ASAToday on the ASA Web site, log in with your email address and password, and click on the 2016-08-25 issue.

And, finally, if you're a subcontractor that is committed to professionalism and sound business practices, I encourage you to apply for the ASA Excellence in Ethics Awards. These awards recognize subcontractors that demonstrate the highest standards of internal and external integrity. The deadline to apply is Dec. 16, 2016. ASA will present these awards during SUBExcel 2017, which will take place March 15-18, 2017, in Denver, Colo.

Sincerely,  
Robert Abney  
2016-17 ASA President



## OSHA's New Silica Rule's Housekeeping Restrictions- Eight Months and Counting

In just eight months—on June 23, 2017—construction employers will need to be in compliance with OSHA's new rule on crystalline silica. The new rule applies to all occupational exposures to respirable crystalline silica in construction work, except where employee exposure will remain below 25 micrograms per cubic meter of air ( $\mu\text{g}/\text{m}^3$ ), as an 8-hour time-weighted average under any foreseeable conditions. Among the rule's provisions are new housekeeping requirements intended to limit employee exposure to crystalline silica. Specifically, an employer cannot allow dry sweeping or dry brushing where such activity could contribute to employee exposure to respirable crystalline silica unless wet sweeping, HEPA-filtered vacuuming or other methods that minimize the likelihood of exposure are not feasible. In addition, an employer cannot allow compressed air to be used to clean clothing or surfaces where such activity could contribute to employee exposure to respirable crystalline silica unless:

- The compressed air is used in conjunction with a ventilation system that effectively captures the dust cloud created by the compressed air; or
- No alternative method is feasible.

To learn more about OSHA's silica rule, see the webinar prepared for the Construction Industry Safety Coalition. Access the webinar using the password: **CSC4**. A hard copy of the webinar slides is available on the ASA Web site. For more information, see the ASA Fact Sheet on OSHA's Rule on Respirable Crystalline Silica and the ASA Frequently Asked Questions on the OSHA Standard on Respirable Crystalline Silica. ASA will offer a complimentary webinar, "OSHA Silica Rule—Applications for Subcontractors," from noon to 1:30 p.m. Eastern time on March 1, 2017. Presenter Terry Foy, Foy Safety Consulting, Inc., Abingdon, Md., will examine the OSHA rule and explain what subcontractors need to know, including general information about performing construction work on silica containing materials, how the rule will affect the construction jobsite, and what is necessary to comply.

In the meantime, ASA urges construction employers to train employees and establish procedures to help them comply with the housekeeping provisions in OSHA's new silica rules by the Agency's deadline.

## OSHA Proposes Amendment to Respiratory Protection Standard

The Occupational Safety and Health Administration, on Oct. 7, issued a Notice of Proposed Rulemaking Respiratory Protection Standard. Appendix A of the standard contains mandatory respirator fit-testing methods that employers must use to ensure their employees' respirators fit properly and protect the wearer.

The standard also allows individuals to submit new fit-test protocols for OSHA approval. TSI Incorporated submitted an application for new protocols for full-facepiece and half-mask elastomeric respirators, and filtering facepiece respirators. The existing standard contains mandatory testing methods to ensure that employees' respirators fit properly and are protective. The proposed protocols are variations of the existing OSHA-accepted PortaCount® protocol, but differ from it by the exercise sets, exercise duration, and sampling sequence.

The protocols would apply to employers in the general, shipyard and construction industries. This proposed rulemaking is intended to allow employers greater flexibility in choosing fit-testing methods for employees. The proposed rule would not require an employer to update or replace current fit-testing methods, as long as the fit-testing method(s) currently in use meet existing standards.

Interested parties can submit comments at [www.regulations.gov](http://www.regulations.gov), the federal government's regulation portal, on or before Dec. 6, 2016.

***SPONSOR AN UPCOMING MEETING**  
ONLY \$250-CONTACT SUSAN@ASAMIDWEST.COM FOR INFO.*

## **NO NEW MEMBERS**

*Help ASA Midwest Council continue to grow, by inviting someone who would benefit from ASA membership, to join us at the November 16th monthly meeting.*

*All first time non member guests are free of charge.*

*Please register your guest in advance by contacting [susan@asamidwest.com](mailto:susan@asamidwest.com)*



### **ASA Meeting Sponsorship**

**Highlight** your company at an  
ASA Monthly Meeting

**It is only \$250 to be a meeting sponsor.**

#### **What do you get for \$250?**

*Full Color Sponsor Flyer  
Slide in Meeting Presentation.  
Microphone time to present company  
overview to meeting attendees!  
Announcement at Meeting.  
Recognition in Newsletter.*

Contact Susan Winkelmann  
[susan@asamidwest.com](mailto:susan@asamidwest.com)  
314 845-0855

# Sponsorship Rates

Sponsorship opportunities are available in the ASA newsletter. Rates are very reasonable but are limited. Below are the rates. If interested, please call Susan at 314 845-0855.

- Website Rotating \$400/Year
- Website Static \$1,000/Year
- 1/4 Page Monthly \$300/Year
- 1/4 Page Quarterly \$125/Year
- 1/2 Page Monthly \$500/Year
- 1/2 Page Quarterly \$225/Year
- Business Card Monthly \$125/Year
- Business Card Quarterly \$70/Year
- Whole Page 1X \$300 Per Issue
- Whole Page Quarterly \$900/Year
- Classified Ads \$15 Per Issue

## ASSOCIATION PARTNERSHIPS:

**Mason Contractors Assoc. (MCA)**  
Contact David Gillick  
(314) 645-1966

[www.masonrystlouis.com](http://www.masonrystlouis.com)



## **American Society of Professional Estimators (ASPE)**

Contact Mindy Funk or  
Cyndi Walker

(314) 596-7695 or  
(314) 781-1422

[www.stlouis-aspe.org](http://www.stlouis-aspe.org)



## REGISTRATION COMING SOON!

### **ASA MIDWEST COUNCIL'S 15th Annual MEET THE GC'S EXPO**

**Wednesday, January 25th 2017**

**3:00-4:30 p.m. MEMBERS  
ONLY**

**4:30-7:00 p.m. ALL REGISTERED  
ATTENDEES WELCOME**

**St. Charles Convention Center**

