

AUGUST 2014

AUGUST

August 20

Monthly Business Meeting
Syberg's on Dorsett

August 27

STAR Aerial Lift Training
Rental Supply, Inc.

SEPTEMBER

September 6

ASA PAC Claybird Shoot
Blackhawk Hunting Club

September 10

Contract Seminar
*Sandberg Phoenix &
von Gontard*

September 17

Monthly Business Meeting
Soccer Park-Fenton

OCTOBER

October 6

ASA Golf Tournament
Whitmoor Country Club

October 14

Contract Seminar
*Sandberg Phoenix &
von Gontard*

October 15

Monthly Business Meeting
Syberg's on Dorsett

NOVEMBER

November 12

Contract Seminar
*Sandberg, Phoenix &
von Gontard*

November 19

Monthly Business Meeting
Soccer Park-Fenton

visit www.asamidwest.com
for a calendar of events.

As we are in the midst of ASA membership renewals, it is appropriate for all of us to ask ourselves if our membership is giving us opportunities that are commensurate with the cost. I use the word opportunities purposely. If you have an opportunity yet do not capitalize on it, you must ask yourself why.

At the last monthly meeting I spoke of "my story" regarding ASA and what wonderful things my association with our organization has brought to my professional and personal life. I ended with a wish; that you all take the opportunities given to you and experience the benefits that are possible.

Through our organization, and the events and fellowship provided through it, I can promise you that you will realize value far greater than the costs.

Challenge yourself to ask what specifically you want to get out of it. Is it professional development? What's the next step? Is it more profitable work? Do you want to expand your reach and receive new business opportunities? Do you know how to use your resources to get it? Is it knowledge gained from interactions with your peers and those that have went through your struggles and succeeded?

Please consider challenging yourself, and those within your firm, to maximize what you get out of your involvement. Figure out exactly what you need, and ask your friends at ASA for advice on how to achieve the results you want.

A great place to start is with your board, who is here to serve you.

Reach out, and ask for help. We are all here to help you.

This is a fantastic time to recruit a friend or firm that you respect to join our association and go through the process together.

We have many, many unique and outstanding opportunities planned in the upcoming months. The August 20th meeting is a prime example. Those that attend will have a new level of understanding how the BJC project can impact their firm in a positive way. Those that attend will leave with an advantage over their competition. Those that attend will have had an opportunity to talk directly to the key players on this project represented by three of the largest construction firms in our region. Capitalize on the opportunity, its there for the taking.

It only gets better from here!

Sincerely,
Robert Trask
Parkway Construction Services
President, ASA MWC
Building. Community.



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

(Jennifer Tichacek/Jodi Waeltermann)

Programs *(Tom Woodcock)*

Golf *(Jennifer Church)*

Advocacy *(Tim Thomas)*

Awards Gala

(Molly Spowal /Rick Swanson)

Construction Showcase & BBQ

(Kevin Douglas/Rick Williams)

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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**AUGUST 2014
MONTHLY BUSINESS MEETING
SYBERG'S ON DORSETT
Wednesday, August 20, 2014**

*Grease the Payment Process by
Avoiding Killer Contract Clauses*

Please join us Wednesday, August 20th at Syberg's on Dorsett at 5:30 p.m. for this special Speaker Series event.

ASA welcomes the ACW Alliance and BJC Central West End Campus Expansion Project representatives to our speaker series. How can you be part of this \$billion dollar project? Join us at the ASA monthly membership meeting and learn all the important details.

Who needs to attend the meeting? Subcontractor owners, managers, business development, estimators, safety directors, suppliers, vendors & service providers to the St. Louis Construction Industry.

For this special event cost is \$42 per member & \$65 for non member attendees. Registration includes networking, program, hosted bar and dinner. No complimentary guests due to special programming this month.

**Register online-www.asamidwest.com
by Friday, August 15th. SPACE IS
LIMITED SO REGISTER EARLY!**

The following companies will be reviewed at BPI:

Musick Construction
Plocher
UMSL (owner)
United Construction
Wright Construction

BPI Topic: Confined Space Safety.

**Questions? Call the ASA office
314.845.0855.**

ASA & its
Chapter Attorneys
Sandberg Phoenix & von Gontard

Present a
Series of Breakfast Seminars
(7:30-10:00 a.m.)

- | | |
|---------|---|
| Sept 10 | Scope Letters, Bid Qualifications, Contract Documents. |
| Oct 14 | Payment Clauses, Retainage, Final Payment |
| Nov 12 | Lien Rights & Lien Waivers |
| Dec 9 | Change Orders & Back Charges |
| Jan 13 | Damages, Releases & Waivers of Rights. Termination, Arbitration, Labor Clauses. |

All session will be held at the offices of Sandberg, Phoenix & von Gontard-600 Washington Ave, 13th Fl. St. Louis, MO 63101-FREE PARKING & Continental Breakfast included.

**\$40 per session/\$160 series ASA Member
\$60 per session/\$240 series Non Member**

Visit www.asamidwest.com to register today.

If you register for the series and can not make all the sessions, you may substitute an attendee from your company for that session.

BEWARE OF TOP 10+ KILLER CONTRACT CLAUSES FOR SUBS

Richard A. Stockenberg
ASA Chapter Attorney
rstockenberg@sandbergphoenix.com

Most general contractors' proprietary subcontract forms are terribly one-sided containing onerous risk shifting clauses that should be avoided. Below is a somewhat subjective list of 10+ clauses which should be avoided:

1. QUALIFY BID. Some RFPs say that by bidding the job, you will be deemed to have accepted the general contractor's subcontract agreement if awarded the job. Such a clause, however, may be rendered ineffective by including appropriate language in your bid saying that your bid is conditioned upon using Consensus Doc750 or a mutually agreeable subcontract form.

2. PAY IF PAID. Avoid the dreaded "Pay-if-Paid" clause. This clause attempts to shift the risk of owner non-payment from the general contractor, where it belongs, to the subcontractor. Such clauses can be neutralized by appropriate modification.

3. LIEN WAIVERS. Lien waiver forms, frequently incorporated into the subcontract agreement, should be worded in such a way that the subcontractor is waiving lien rights only "to the extent of the payment received." Many forms require the subcontractor to waive lien rights through a certain date which typically is months after the period covered by the payment. Lien waivers for progress payments should be tied to the amount received, not the date the waiver is signed.

4. DELAY DAMAGES. No damage for delay clauses should be modified so that if you are wrongfully delayed, your remedy is to recover monetary losses, not simply be allowed a time extension. Hold out for money and time, not just time.

5. CHANGE ORDERS. Change order clauses should provide one or more procedures for quantifying payment, e.g., lump sum, unit price, or time and material. You should not be forced to do extra work without there being an agreement on compensation.

6. INDEMNIFICATION. Broad form indemnification clauses should not require you to indemnify a general contractor (or anyone else) for their own mistakes. The duty to indemnify should be limited to indemnifying another person for damages that the other person sustains as a result of your negligence, not their own.

7. INCORPORATION BY REFERENCE. Some incorporation by reference clauses will require the subcontractor to be bound to the general contractor in the same way that the general contractor is bound to the owner. This clause should be made mutual by including a provision giving the subcontractor the same rights and remedies against the general contractor as the general contractor has against the owner..

8. STOP WORK. You should not be required to continue work if you are not being paid. Avoid clauses saying you must continue working without payment. Ideally, you should include a clause providing a procedure for giving notice to stop work if payments are not made according to the contract terms. Upon resumption of work, you should be entitled to recover costs for delay and remobilization.

9. OVER WITHHOLDING. Beware of waivers or releases requiring you to waive your right to collect amounts in dispute in order to collect undisputed amounts.

10. DISPUTE RESOLUTION. Dispute resolution clauses should be mutual and should not allow the general contractor to determine at a later date whether disputes will be resolved by arbitration or litigation. Also, watch out for clauses requiring you to litigate/arbitrate on the home turf of an out-of-town general contractor. Avoid clauses requiring arbitration to be administered by the American Arbitration Association – they are far too expensive, inefficient and sometimes arbitrary. There is nothing wrong with their arbitrators, just their administration.

10+ CROSS CONTRACTUAL SETOFF. The general contractor should not be allowed to withhold money from what is owed to you for job "A" because the general contractor claims you owe the general contractor money on job "B." Each job should stand on its own.

10+ IMPACT COSTS. Beware of language in change order forms where you waive cumulative impact costs and the right to a time extension in exchange for payment of a single change order...

10+ LABOR. Avoid clauses where you agree to be the guarantor of labor peace.

One of the best practices to reduce onerous contractual risk shifting clauses is to use a specially prepared subcontractor friendly addendum. It is available to members free of charge. These topics and others will be covered in an ASA five-part seminar series running between September and January. asamidwest.com to register for the 5 part seminar series.

DUES RENEWAL

RENEW YOUR ASA MEMBERSHIP TODAY

Time is running out to renew your
ASA membership
\$845 dues for the 2014-15 year
due date was July 1st.

Questions regarding your membership status?

Contact Susan Winkelmann
314.845.0855
susan@asamidwest.com



FOR SALE Half Season St. Louis Blues Tickets

GREAT SEATS

Section 103 (center ice)
Row S
Seats 14 & 15 (end of row)
\$5,950
Contact Tom McDonnell
314.581.1681

THANK YOU

to the companies that attended the July Monthly Meeting:

<i>Air Land & Sea Express</i>	<i>ELCO Chevrolet Cadillac</i>	<i>K & K Supply</i>	<i>Sachs Electric Co.</i>
<i>Air Masters/Gateway Mech.</i>	<i>Enterprise Bank & Trust</i>	<i>Lizmark</i>	<i>Safety International</i>
<i>AME Constructors</i>	<i>Fabick Rents</i>	<i>Marketeer, Inc.</i>	<i>Sandberg, Phoenix &</i>
<i>American Steel Fabrication</i>	<i>Ferguson Enterprises</i>	<i>McCarthy, Leonard &</i>	<i>Von Gontard</i>
<i>Aschinger Electric</i>	<i>Firestone</i>	<i>Kaemmerer</i>	<i>Schaeffer Electric</i>
<i>Bazan Painting Co</i>	<i>Foundation Supportworks</i>	<i>Michele K Smith CPA</i>	<i>Seal the Deal</i>
<i>Branham Electric</i>	<i>by Woods</i>	<i>Midwest Elevator</i>	<i>Sikich LLP</i>
<i>Briner Electric</i>	<i>Freeman Contracting</i>	<i>Montgomery Bank</i>	<i>St Louis CNR</i>
<i>C & R Mechanical Co.</i>	<i>Frost Supply</i>	<i>Niehaus Construction Svcs</i>	<i>Stone Carlie</i>
<i>CeeKay Supply</i>	<i>George McDonnell & Sons</i>	<i>Nu Way</i>	<i>T. J. Wies Contracting</i>
<i>CMIT Solutions</i>	<i>Grant Contracting</i>	<i>Pac-Van, Inc.</i>	<i>UHY LLP</i>
<i>Corrigan Company</i>	<i>Hayden Wrecking</i>	<i>Parkway Construction Svcs</i>	<i>United Rentals</i>
<i>Duct Systems</i>	<i>ideas4promos</i>	<i>PS Rapp Sewer & Plumbing</i>	<i>Wise Safety &</i>
<i>Ductz of West St Louis</i>	<i>Irwin Products</i>	<i>RM Supply</i>	<i>Environmental</i>
<i>Dynamic Controls</i>	<i>J.D. Kutter Insurance Assoc</i>	<i>RubinBrown LLP</i>	



Building. Community.

Please join us for the 27th Annual

ASA Midwest Council Golf Tournament

Monday, October 6, 2014 • Whitmoor Country Club • 11:30 a.m. Tee Time
Reservations Required

All-inclusive registration:

Golf gift • Course Games • Lunch Buffet • Cocktail Hour • Steak Dinner • Live & Silent Auctions



Visit asamidwest.com to register.
susan@asamidwest.com or (314) 845-0855 for additional details.



Upcoming ASA Midwest Council Meetings & Events

- August 20 Monthly Membership Meeting
*Syberg's on Dorsett-**BJC CWE Expansion Project***
- August 27 STAR Lift Training
Rental Supply, Inc.
- September 6 ASA PAC Claybird Shoot
Blackhawk Hunting Club
- September 10 Contract Clause Seminar
Sandberg, Phoenix & von Gontard
- September 17 Monthly Membership Meeting
Soccer Park-Fenton
- October 6 ASA 27th Annual Golf Tournament
Whitmoor Country Club
- October 14 Contract Clause Seminar
Sandberg, Phoenix & von Gontard
- October 15 Monthly Membership Meeting
Syberg's on Dorsett
- November 12 Contract Clause Seminar
Sandberg, Phoenix & von Gontard
- November 19 Monthly Membership Meeting
Soccer Park-Fenton
- December 9 Contract Clause Seminar
Sandberg, Phoenix & von Gontard
- December 17 Casino Night Holiday Party
Syberg's on Dorsett
- January 28 Meet the GC's Expo
St Charles Convention Center

**ASA MIDWEST PAC
12th ANNUAL
CLAYBIRD TOURNAMENT**



**Saturday, September 6th 2014
Registration 8:00 a.m./Tournament Start 9:00 a.m.
Blackhawk Valley Hunting Club**

**\$100 Per Person/\$400 Four Person Team
(does not include shells)**

Registration Includes:

100 Sporting Clay Targets at 14 Stations

Lunch

Prizes/Door Prizes

Gun Raffle

Drinks Following Shoot

All Proceeds to benefit the ASA Midwest PAC.

Sponsorships Available:

Lunch Sponsorship \$1,000 (includes recognition, 4 team member registration, 4 man golf cart)

Event Sponsorship \$750 (includes recognition and 4 team member registration)

Station Sponsor \$100 (includes signage at station)

***www.asamidwest.com to register or contact the ASA office for more information
314.845.0855 or susan@asamidwest.com***



ASA Midwest Council is on Facebook, Twitter & LinkedIn

The month of July was busy as it relates to politics in the State of Missouri. Big headlines the month of July were the record number of vetoes by the Governor this year as it related both to policy and budget items. Political campaigns heated up in July with the primary elections just around the corner.

The deadline for the Governor to sign the bills making up the state's fiscal year 2015 budget prior is June 30th. The state's fiscal year 2015 began on July 1. Due to drastically declining state revenues in 2014 and legislation passed in the final days of session that threaten to shrink the state's 2015 budget, the Governor made an unprecedented number of line item budget vetoes and withholds. When the Governor signed the budget the last week of June he cut the budget by almost \$800 million dollars. The Republican led legislature must now review the current state of Missouri's budget and decide whether they agree with the Governor's budget shortfall numbers or will try to override some of the Governor's line item vetoes during the State's veto session on September 10, 2014.

The Governor vetoed a record number of policy bills this year as well. The Governor had to decide by July 14 whether he would sign, veto or simply allow a bill to become law without his signature. The Governor vetoed 33 bills. Included in those bills were bills dealing with a 72 hour abortion waiting period, ten bills dealing with tax breaks, and a bill that would allow teachers to carry concealed weapons just to name a few. The General Assembly with a veto proof majority in the Senate and nearly a veto proof majority in the House must now decide what bills the Governor vetoed they will attempt to override. As with the budget line item vetoes, the General Assembly will make the decision what it will try to override in time for the September 10, 2014 veto session. Last year there were a record number of veto overrides, we are hearing this year could beat last year.

August 5 is the 2014 primary election. The primary will either decide who will be elected in certain seats or set the stage for the general election races in November. In addition, there are several important ballot measures to be decided. One of the ballot measures that has gained a lot of attention is Amendment 7. Amendment 7 asks voters to decide whether or not we should impose a ¾ cent sales tax increase to fund Missouri's road and bridge projects. As you know and as has been widely reported, MoDOT is running short on money and if a funding source is not found, there will not be enough money to fund the many road and bridge projects that are necessary to safely sustain our state's infrastructure.

One primary race that is very contentious in the St. Louis area is the three-way primary to replace Senator Scott Rupp in Senate District 2 made up of part of St. Charles County. This three way Republican primary has pitted current incumbent State Representative Chuck Gatschenberger against two former state Representatives, Vickie Schnieder and Bob Onder. There is no Democrat running for this seat, so the winner of the primary on August 5 will be the new State Senator in District 2. I will give a full report in the next newsletter of the winners and losers in the August primary.

It was great seeing everyone at the last meeting. Please do not hesitate to contact me if you have any questions regarding the August primary, the general election in November or any other political question! Nikki Strong

2014 A BIG SUCCESS TICKETS FOR THE TROOPS



I want to personally thank everyone that donated to the ASA Tickets for the Troops campaign this year.

We can be very proud of the success of the campaign made possible by the collaboration of ASA, Masonry Contractors Association, SITE and a number of St. Louis general contractors. This is a great example of ASA's focus on Building. Community.

Tickets for the Troops started during Mike Fogarty Jr's presidency 6 years ago. I would have never imagined we would collect over \$107,000 in cardinal's tickets in 6 years.

Please visit asamidwest.com to see the great emails and pictures from our men and women in uniform that received tickets this year. This was only possible because of your generosity.

Thank you again,

*Tom McDonnell
George McDonnell & Sons*



STAR SAFETY PROGRAM
Safety Training And Responsibility
Powered by ASA MWC Members

THE ASA STAR SAFETY COMMITTEE PRESENTS:

AERIAL AND SCISSOR LIFT TRAINING

Wednesday, August 27, 2014 @ 3:30 p.m.

Rental Supply, Inc.

9080 Veterans Memorial Pkwy

O'Fallon, MO 63366

Free for STAR Members/\$60 ASA Members/\$75 Non Members

www.asamidwest.com to register

SPACE IS LIMITED TO 25 ATTENDEES

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

Dues Renewal season is upon us – so make sure to lock in your ASA membership for 2014-2015 and continue reaping the benefits of membership! We have some very exciting things scheduled for our members this year, so stay tuned for more details!

All the best,

Jennifer Tichacek, Membership Chairman

Ferguson Enterprises

SAFETY

The Safety Committee will be offering Aerial Lift Training & Scissor Lift Training August 27, 2014 Watch your email for details. ASA Star Member Companies may send two employees free of charge, as part of their STAR Dues! We are looking for more members. Please consider sending someone from your staff to join our committee. Remember Safety Pays! For additional info contact Mike Sicking, Safety International, 314-486-3141

PROGRAMS

The program committee is busy planning programming for the 2014-15 year, which began July 1, 2014.

If you have suggestions or comments regarding ASA Programming, feel free to contact Tom Woodcock, Seal the Deal.

CONTRACT REVIEW

The Contract Review Committee has completed its review of the subcontract of Keystone Construction Company.

Next up for review is the subcontract of Green Street Construction LLC. For copies of subcontracts that have been reviewed, contact Susan Winkelmann.

If you are successful in achieving any revisions suggested by the committee we ask that you report such changes to the committee.

A 5 part seminar series on Killer Contract Clauses is planned beginning in Sept 9th and running through January 13th. asamidwest.com to register. Dick Stockenberg, Sandberg, Phoenix & von Gontard P.C.



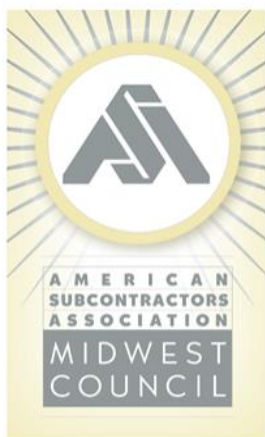
Building. Community.



ASA's Excellence in Ethics Award Application Process Can Help Your Firm Start an Ethics Program

If your firm has implemented, or is developing, a corporate ethics code or training program, you may already have most of the materials you would need to apply for ASA's 2014 Excellence in Ethics Award. If your firm does not yet have an ethics program, following the awards application process can help you start one! ASA's 2014 Excellence in Ethics Award provides national recognition to subcontractors that demonstrate the highest standards of integrity in the construction industry. Award winners are selected based on corporate ethics policies and procedures, construction industry practices, and general business practices.

The award is a great way to let your clients, employees, and others in your community know that your company is committed to professionalism and sound business practices — and including such a distinction in your bids can be a good way to help distinguish your firm from your competitors! ASA has developed a "Model Timeline for Preparing an Application for an ASA 2014 Excellence in Ethics Award," which assigns a completion date to each step in gathering or producing the needed documentation to complete the application, including: finalizing policies, scheduling ethics training, soliciting recommendation letters, arranging for payment of the application fee, and reviewing and submitting the application. Some examples of materials that must be included with your application are: an internal financial controls policy, a non-discrimination and/or anti-harassment policy, a process for timely and fair resolution of customer complaints, and a recommendation letter from a competitor, a customer, and a supplier.



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Awards applications will be evaluated by Nitish Singh, Ph.D., an associate professor in International Business and the program leader of the Certificate in Corporate Ethics & Compliance Management at Saint Louis University, St. Louis, Mo. Dr. Singh also runs a consulting firm, IntegTree, LLC, with his business partner, Thomas Bussen, JD, MBA, providing ethics and compliance training and advisory services. For more information on ethics and compliance services, email Dr. Singh. Dr. Singh also serves as co-chair for the Brand2Global: Global Branding & Digital Medial Annual Conference.

Read ASA's 2014 Excellence in Ethics Awards brochure to learn about the awards judging criteria and submission requirements. ASA also provides a resource guide to help firms prepare and submit applications. This guide contains model documents, such as sample recommendation letter requests and model policies on topics ranging from competition and conflicts of interest to internal procedures and whistle blowing. The application deadline is Dec. 12, 2014. ASA will present the 2014 Excellence in Ethics Awards at its annual convention, SUBExcel 2015, which will take place March 26-29, 2015, in Seattle, Wash. Learn more about the ASA Excellence in Ethics Awards on the ASA Web site under "Education & Events."

WE NEED YOUR FEEDBACK!!

*Have you filled out a
member needs survey for 2014?*

*Please visit www.asamidwest.com
to access the member survey*



*Please complete and email to
susan@asamidwest.com*

What do you know about OSHA's Whistle Blower Protection Act?

Michael Sicking, Safety International

There has been a lot of press recently in the OSHA and private industries circles lately about the OSHA whistle blower protection act. OSHA has recently established an advisory committee to make recommendations on ways to strengthen the act and enforce the intent of the regulation. I think the name certainly is very self-exclamatory, but what exactly are they enforcing and in what circumstances. I will attempt to extricate some of the intent and relay that to you in this article. The background is this;

The OSH Act prohibits employers from discriminating against their employees for exercising their rights under the OSH Act. These rights include filing an OSHA complaint, participating in an inspection or talking to an inspector, seeking access to employer exposure and injury records, and raising a safety or health complaint with the employer. If workers have been retaliated or discriminated against for exercising their rights, they must file a complaint with OSHA within 30 days of the alleged adverse action.

If you as the employer want to stay out of trouble with OSHA and also a possible civil litigation proceeding here is what you must avoid, whether knowingly or unknowingly, ask yourself have I committed one of the following offenses?

- ✦ Blacklisting
- ✦ Demoting
- ✦ Denying overtime or promotion
- ✦ Disciplining
- ✦ Denial of benefits
- ✦ Failure to hire or rehire
- ✦ Intimidation Firing or laying off
- ✦ Making threats
- ✦ Reassignment affecting prospects for promotion
- ✦ Reducing pay or hours

There are certain activities protected by law that you as an employer must tolerate and not interfere with an employee:

- Initiating a proceeding under, or for the enforcement of, any of these statutes, or causing such a proceeding to be initiated;
- Testifying in any such proceeding;
- Assisting or participating in any such proceeding or in any other action to carry out the purposes of these statutes; or complaining about a violation.

Many of the statutes specifically protect an employee's internal complaints to his or her employer, and it is the Department of Labor's position, as set forth in regulations, that employees who express safety or quality assurance concerns internally to their employers are protected under all of the whistleblower statutes administered by OSHA.

Any employee who believes that he or she has been discriminated or retaliated against in violation of any of the statutes listed above may file a complaint with OSHA. Complaints must be filed within 30 days after the occurrence of the alleged violation under the OSH Act.

There no doubt will be amendments to the policy that is already in place. It is your job as an employer to stay on top of these amendments to best protect the rights of your workers and the continued health of your business.

As always, if you have any questions please feel free to contact me at any time.

Stay Safe!

Michael Sicking, Safety International, LLC

INTERESTED IN SPONSORING
AN UPCOMING MEETING?
COST IS ONLY \$250
CONTACT SUSAN WINKELMANN FOR DETAILS!!

Pirtek Fenton

*Recruit a new member and earn a star
for your ASA name badge.*



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 for details.**

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 \$300/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

ASA Meeting Sponsorship

Highlight your company at an upcoming ASA Monthly Meeting

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

What do you get for \$250 ?

Full Color Sponsor featured on the 11x 17" placemat.

Announcement at Meeting.

Slide in Meeting Presentation.

Recognition in Newsletter.

Contact Susan Winkelmann
susan@asamidwest.com

ASSOCIATION PARTNERSHIPS:

Mason Contractors Assoc.(MCA)

Contact Pam Holway

or David Gillick

(314) 645-1966



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



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