

## APRIL 2018

### APRIL

**April 14**  
**Viva Las Vegas**  
**Awards Gala**  
*The Four Seasons Hotel*

**April 18**  
**BPI in a Box Luncheon**  
*Syberg's on Dorsett*

### MAY

**May 16**  
**Construction Showcase**  
**& BBQ**  
*Queeny Park*

### JUNE

**June 20**  
**Monthly Meeting**  
**DINNER Meeting**  
*Syberg's on Dorsett*

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

Recently I attended ASA's National Convention SubExcel in Tempe, AZ. This was a great convention full of guest speakers, educational workshops, and networking opportunities. I strongly encourage each of you to join me at next year's event in Nashville, TN March 6 -9<sup>th</sup>, 2019.

Over the course of two days the issue that seemed to keep coming up during the work shops and round table discussions ,was the shortage of workers we are facing in the construction industry, and how to recruit new members to this employment opportunity. Almost everyone agreed that the time to start recruiting and getting young people involved would be starting in high school. Some said that shop classes needed to be reimplemented. Others said that counselors, teachers and parents need to be educated to the benefits of entering the construction trade. However, tackling a problem this big as a lone subcontractor or even as a subcontracting association seemed overwhelming. Where would we start and how could we get the right people to listen? I know this will surprise you but even after all that brainstorming was completed, we still did not have an answer.

Within a week of returning from Sub Excel I heard that Home Depot was planning on investing \$50 million to increase the pool of construction workers by 20,000, over the next 10 years. I'm hoping that this public acknowledgment from a voice as big as Home Depot's, will help the construction community to spread the word that construction can be an alternative to college and that learning a trade can provide a very good living.

I am reaching out to my fellow ASA members to ask for your help! Do you have ideas as to how we can get young kids interested and excited about our industry? Do you know of ways that ASA can get involved, and impact the labor shortage, by working to attract the next generation to the trades? I would love to hear from you, and hope we can really start a meaningful dialogue that will move us forward, and find a way that we can all help our industry to fill the gap of "boots on the ground", and at the same time provide information to the kids out there that are looking for an alternative to the traditional college path, post high school! Feel free to reach out to me with any ideas or comments you may have on this topic! I look forward to hearing from you soon!

Val Perales  
Bazan Painting Co.  
[vperales@bazanpainting.com](mailto:vperales@bazanpainting.com)  
President, ASA Midwest Council



**NO MONTHLY MEETING  
IN APRIL-  
DUE TO THE  
AWARDS GALA**

**FREE EVENT!**



**Join a committee today.**

**Membership**

*(Chris O'Hagan)*

**Programs**

*(Chris O'Hagan)*

**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)*

**Contact a committee chair today, to join a committee!**

**APRIL 2018  
BPI IN A BOX LUNCHEON**

*Syberg's on Dorsett  
Wednesday, April 18, 2018*

Remember there is **NO** typical Monthly Membership Meeting in April 2018, due to the Awards Gala!

We will hold a **BPI in a Box Luncheon**, for ASA Subcontractor & Supplier Members only, on Wednesday, April 18th beginning at 11:30 am.

- **BPI DISCUSSION TOPIC:**  
**THE RISKS OF SUBCONTRACTORS  
SUBCONTRACTING WITH EACH OTHER!**
  - √ Consider the extra layers of risk when you enter into sub-subcontracts with a subcontractor.
  - √ What does it do to your lien/bond rights and payment rights? How is the scope of work divided?

**BPI COMPANIES:**

Alberici Constructors  
AJ Brown  
G S & S  
Interface Construction  
JE Foster Building Co.  
S.M. Wilson & Co.

**What is BPI?**

**BPI-Business Practice Interchange** is an informal share session where ASA member subcontractors & suppliers can share their experiences with projects, general contractors, and owners.

Only first-hand information is allowed to be shared. ASA is only providing a forum for the exchange of business information. Information exchanged by members must be current, accurate and first hand.

**MEETING AGENDA:**

**LUNCH 11:30 a.m. (working lunch)**  
**BPI Session 11:45 a.m. to 12:30 p.m.**

*Registration includes lunch & BPI Session*  
**\$25 ASA Members**

**Register online-[www.asamidwest.com](http://www.asamidwest.com)**  
**by Friday, April 13, 2018 Attendees not cancelled by 4.13.18 will be charged per ASA cancellation policy.**



**JOIN US FOR THE  
25th ANNUAL ASA MWC  
AWARDS GALA**

**THE FOUR SEASONS HOTEL**

**SATURDAY, APRIL 14, 2018  
6:00 to 11:00 p.m.**

**VISIT  
[www.asamidwest.com](http://www.asamidwest.com)  
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**BLACK TIE OPTIONAL**

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## Is a Group Captive Right for my Company?

*Christopher O'Hagan*  
*JD Kutter*



If you're a larger contractor, odds are you have had a discussion about an insurance group captive. These alternative risk financing vehicles have been around for decades but have really gained steam in the Midwest over the last few years. The reason is simple: Group Captives offer construction business owners increased control over a very large business expense – Insurance. The same lines of coverage that comprise the bulk of a contractor's insurance expense (General Liability, Auto Liability/Physical Damage, and Workers' Compensation) are incorporated into the captive and give the contractor, instead of the carrier, the opportunity to earn an underwriting profit (ROI) on the premium spent on those lines.

A Group Captive turns the standard insurance market model on its head. Instead of trading dollars with the insurer (a game the contractor will *never* win in the long run), the contractor, along with other members of the captive, becomes the insurer and essentially *bets on itself*.

### **GROUP CAPTIVE DEFINED – A group of companies that comes together to form their own insurance company.**

In the Construction Group Captive model the contractor joins a best-in-class group of its peers who are seeking greater transparency and increased control over the insurance process. The goals of the Group Captive are simple:

- **Fund for expected losses.** This minimizes risk sharing across captive members, which is necessary for the captive to qualify as an insurance vehicle (and lets the contractor write off its premium as a business expense)
- **Let the contractor drive his success or failure in the captive.** No member wants its success to be disproportionately impacted by another member's claim activity.

Premiums are developed by actuarially predicting expected losses (the loss fund) and grossing up fixed expenses such as reinsurance costs, claims management costs, etc. These fixed expenses are unbundled (unlike in the standard insurance market) with the contractor knowing where every dollar of his premium is spent. Insurance is fronted with an A-rated standard market carrier, as is the reinsurance - so no-one ever need know the contractor is even in a Group Captive unless he wants them to know.

The captive retains a specific layer of risk per occurrence – which varies depending on the captive. Losses are paid out of the contractor's loss fund up to the amount of the captive retention – any loss above that retention is paid by the captive reinsurer. Simplistically speaking, if the contractor keeps its losses below the amount in the loss fund, it keeps the remaining underwriting profit plus investment income. There is the potential to share risk with other members of the captive.

Members purchase one share of stock to become a shareholder. Each shareholder gets one seat on the board and one vote. In sound Construction Group Captives, the board of directors control all decisions including who administers claims (is it the carrier or a third-party-administrator?), the captive retention, who qualifies for membership, the captive growth and investment strategy, the captive fronting carrier and reinsurer, where the captive is domiciled (is it onshore or offshore), who administers the captive and most importantly, how much profit is distributed to the members.

This is a long-term strategic play. A contractor should not “dip its toe” in group captive waters. Most captives operate on a four-year accounting cycle, which allows losses to develop properly. This means that a contractor won't reap the rewards of its success until the end of its fourth year in the captive. But once the contractor begins receiving profit distributions, it begins to truly understand the advantage that comes with being a captive member.

Companies that are good candidates for captive membership are:

- Privately held businesses (the model doesn't work well for public entities)
- Entrepreneurial in spirit
- Willing to bet on themselves
- Have guaranteed cost casualty line premiums of at least \$250,000
- Have the desire and the means to control their losses
- Are looking for a strategic solution to better control a large business expense

There are tremendous upsides and downsides to being in a group captive. And there is as much misinformation about captives as there is sound information. If you are considering exploring how these might be a strategic fit for your company, reach out to a broker or two that is familiar with the captive space. There are all kinds of reasons that it may make sense for you to go down this path...and all kinds of reasons that it may not be the right time. Chris O'Hagan is a Principal at JD Kutter, a specialty construction insurance/surety broker.

*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. **For additional information about the Scholarship Fund contact Chris O'Hagan, J D Kutter -chris@jdkutter.com***



# **THANK YOU**

**to the MEMBER COMPANIES that attended the March monthly meeting:**

Affton Fabricating & Welding	Fabick Rents	J.D. Kutter	Professional Metal Works
American Steel Fabrication	Foundation Supportworks	Jarrell Mechanical Contractors	Rental Supply
BAZAN Painting Co.	by Woods	K and K Supply	Safety International
Boyer Fire Protection	Frost Supply	Knapheide Truck Equipment	Schaeffer Electric
CliftonLarsonAllen	GadellNet	Lawrence Fabric & Metal	St. Louis-Kansas City
Common Sense Solutions	Golterman & Sabo	Structures, Inc.	Carpenters Regional Council
Duct Systems, Inc.	Guarantee Electrical	Luby Equipment Services	United Rentals
Enterprise Bank & Trust	Hayden Wrecking	OnSite Companies	Vinson Mortgage

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



- April 14***                      ***ASA Midwest Council's Viva Las Vegas Awards Gala  
The Four Seasons Hotel STL***
- April 18***                      ***BPI in a Box Lunch Meeting  
Syberg's on Dorsett***
- May 16***                        ***ASA's Construction Showcase & BBQ-FREE EVENT!  
Queeny Park***
- June 20***                      ***Monthly Membership DINNER Meeting-**GC Award Winners**  
Syberg's on Dorsett***
- October 1***                    ***ASA Midwest Council Golf Tournament  
Whitmoor Country Club***



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

# ASA MIDWEST COUNCIL'S AWARDS GALA

# VIVA LAS VEGAS

**ELVIS IS IN THE BUILDING  
SATURDAY, APRIL 14, 2018**

## EVENING SCHEDULE

- 6:00 - 7:30 P.M. PRESIDENT'S COCKTAIL RECEPTION**
- 7:45 - 9:00 P.M. DINNER SERVED**
- 9:00 - 10:00 P.M. AWARDS PRESENTATION**
- 10:00 - 11:00 P.M. CELEBRATION!**

TO REGISTER, PLEASE VISIT [ASAMIDWEST.COM](http://ASAMIDWEST.COM) BY APRIL 4, 2018. | COST IS \$160 PER PERSON. VALET PARKING INCLUDED.  
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# ASA MIDWEST COUNCIL'S VIVA LAS VEGAS AWARDS GALA

## 2018 Nominees General Contractor of the Year 2018

### CATEGORY A

Alberici Constructors  
ARCO Construction Co.  
BSI Constructors, Inc.  
Contegra Construction Co.  
McCarthy Building Co.  
Tarlton Corporation

### CATEGORY B

Kadean Construction  
Kozeny-Wagner  
McGrath & Associates  
MC Hotel  
Rhodey Construction, Inc.

### CATEGORY C

Eagan Building Group  
G.S. & S. General Contractors  
J. E. Foster Building Co.  
LANDCO Construction

## MEP Subcontractor 2018

### CATEGORY A

Corrigan Co.  
Guarantee Electrical  
Jarrell Contracting Co.  
PayneCrest Electric  
RockHill Mechanical Corp  
Sachs Electric Co.

### CATEGORY B

Aschinger Electric Co.  
Bi-State Fire Protection  
Boyer Fire Protection  
Duct Systems  
Parkway Construction Services  
R.F. Meeh Co.  
Schaeffer Electric Co.

## Specialty Subcontractor 2018

### CATEGORY A

Affton Fabricating & Welding  
BAZAN Painting Co.  
Bloomsdale Excavating Co.  
Fenix Construction Co.  
Flooring Systems, Inc.  
John J. Smith Masonry Co.  
T. J. Wies Contracting, Inc  
Wies Drywall & Construction

### CATEGORY B

AME Constructors  
Hoette Concrete Construction Co.  
Meyer Painting Co.  
Midwest Elevator  
Swanson Masonry, Inc.  
TROCO Custom Fabrication

## Service Provider/Supplier 2018

Enterprise Bank and Trust  
Fabick Rents  
J.D. Kutter  
J W Terrill  
K & K Supply

Montgomery Bank  
Marketeer Inc.  
Nu Way  
Seal the Deal Too  
Sunbelt Rentals

ASA Midwest Council  
P.O. Box 510743  
St. Louis, MO 63151  
314.845.0855  
info@asamidwest.com  
www.asamidwest.com

The pace in the Missouri General Assembly has picked up steam over the last month, as legislators look ahead and can see that the session has now reached the halfway point, which is marked by the annual legislative spring break. The break period runs from March 16 through the 26<sup>th</sup>, leaving just eight weeks until the end of session on May 18.

Although the distraction of criminal investigations into Governor Eric Greitens is still making front page news, lawmakers have continued their work without interruption. In addition to going about their regular duties, the House has convened the Special Investigative Committee on Oversight, which is tasked with determining whether the governor's alleged wrongdoings will rise to the level of impeachment proceedings. The seven-member panel, made up of five Republicans and two Democrats, is slated to issue a report on their findings by April 8. The committee has been holding several hearings each week, meeting behind closed doors at the Jefferson City Police Department, in an effort to keep secret the identity of several witnesses.

In other news involving the governor, Friday, March 16, marked the day that the Missouri Ethics Commission will lack a quorum, leaving the commission powerless to take action on any violations. The terms of three members on the six-member commission expired on March 15 and Governor Eric Greitens has yet to announce replacements. The work done by the commission is unique in that it is the only arm of government that can receive and review complaints regarding alleged violations of state campaign laws. Eyebrows in Jefferson City are raised, as the lack of a quorum on the commission comes at the same time as an ethics complaint has been filed against the governor.

Eight different proposals have been put forth in the legislature to address the funding shortfall in the state Road and Bridge Fund. Five of the eight measures have seen movement through the legislative process, but Capitol observers remain doubtful if any will cross the finish line, given the history of such bills in recent legislative sessions. Four of the bills contain language increasing the fuel tax by ten cents per gallon. The measure which seems to have the highest chance of passage is HB2540. Within that bill is a provision to increase motor vehicle fees to account for inflation from 1984 to 2018. Beginning in the year 2020, and every third year thereafter, the bill requires motor vehicle fees to be indexed to inflation.

We continue to monitor thirteen different proposals which impact prevailing wage laws in the state. Of those, one bill has passed through the process in the House of Representatives and will now move to the Senate for further scrutiny. The Senate to this point, has only taken minimal action on any of the proposals, but we expect that to change. Talks will continue with Senate leadership and other involved parties to minimize the impact of any legislation on our members.

Several bills addressing different aspects of Missouri's Workers' Compensation laws have been filed, although none have seen much movement through the process to this point. SB736 requires the Division of Workers' Compensation to develop a database that is accessible to potential employers during a pre-hire period. The database shall be searchable by an employee's name and Social Security number. Additionally, HB1693 changes the definition of "the prevailing factor" to mean the primary factor in relation to all other factors combined. The bill also says that injuries sustained in a company vehicle while traveling from an employee's home to the place of business are not compensable. It also repeals the definition of "occupational disease due to toxic exposure" and repeals a provision where a claim can be reactivated to involve prosthetic devices. Finally, the bill provides for appellate jurisdiction to review a temporary or partial award of compensation when liability is disputed. 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  
Archview Metal Systems Co.  
Aschinger Electric  
Autco Appliances  
Automatic Controls Equipment  
Bangert Computer Systems  
Bazan Painting Company  
Bell Electrical Contractors  
Benson Electric Company  
Bick Group  
Big Boy's Steel Erection  
Bi-State Fire Protection Corp.  
Bi-State Utilities Company  
Bloomsdale Excavating Co.  
Boyer Fire Protection  
Briner Electric  
Building Point Mid-America  
C.E. Bollmeier Company, Inc.  
C. E. Jarrell Contracting  
CK Power  
CMIT Solutions  
CNA Surety  
CSA Advisors LLC  
Car-Doc Automotive  
Cardinal Environmental Operations  
Cee Kay Supply  
Century Fire Sprinklers, Inc.  
CliftonLarsonAllen, LLP  
Collins & Hermann  
Commercial Fabrication  
Common Sense Solutions  
Corrigan Company  
Doll Services and Engineering  
Drilling Service Company  
Duct Systems  
Dynamic Controls, Inc.  
ELCO Chevrolet Cadillac  
Enterprise Bank & Trust  
Equipment Share  
Event Productions, Inc.  
Fabick CAT  
Fenix Construction Co. of STL  
Flooring Systems, Inc.  
Foreman Fabricators  
Foundation Supportworks by Woods  
Freeman Contracting  
Frost Supply  
GadellNet Technology Solutions  
Gateway Land Services  
Galloway, Johnson, Tompkins,  
Burr & Smith  
GBI, Inc.  
George McDonnell & Sons  
Golterman & Sabo  
Grant Contracting  
Guarantee Electrical  
H & G Sales, Inc.  
HM Risk  
Haberberger, Inc.  
Hanenkamp Electric  
Hayden Wrecking  
Heitkamp Masonry  
Herc Rentals  
Hoette Concrete  
Hunt Vac Services  
Ideas4Promos  
Integrated Facility Services  
Irwin Products  
JD Kutter  
J.F. Electric  
J.W. Terrill  
John J. Smith Masonry  
Johnson Controls  
Jos. Ward Painting Co.  
K & K Supply, Inc.  
Kaemmerlen Electric  
Kaiser Electric  
KAM's Mechanical LLC  
Kay Bee Electric  
Kirberg Company  
Kirby-Smith Machinery, Inc.  
Knapheide Truck Equipment  
Landesign LLC  
Lawrence Fabric & Metal Structures  
Leach Painting Company  
Liberty Mutual Surety  
Lindberg Waterproofing  
Linek Plumbing Co.  
Lizmark  
Luby Equipment Services  
Marketeer, Inc.  
Martin Fence, LLC  
Meyer Painting Co.  
Midwest Elevator  
Midwest Construction Services & Products  
Montgomery Bank  
Murphy Company  
Negwer Door Systems  
Niehaus Building Services  
Nu Way  
O.J. Laughlin Plumbing Co.  
On Site Companies, Inc.  
P & A Drywall Supply  
P.M. Leach Painting Co.  
Parkway Construction Services  
Patterson's Hospitality Agents LLC  
PayneCrest Electric  
Pearl Street Electric, LLC  
Pirtek Fenton  
Precision Analysis, Inc.  
Professional Installers  
Professional Metal Works, LLC  
QualSafe Solutions  
RAI Insurance Group  
R.F. Meeh Co.  
RJP Electric  
RM Supply  
Raineri Building Materials  
Ravensberg, Inc.  
Rebar Specialists Installation  
Rental Supply, 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.  
Schowalter & Jabouri, P.C.  
Seal the Deal  
Seiler Instruments  
SFW Partners, LLC  
The Sherwin-Williams Co.  
Signature Craft  
Sikich LLP  
St. Louis-KC Carpenters Reg Council  
Stylemaster Apparel, Inc.  
Sunbelt Rentals  
Swanson Masonry, Inc.  
T.J. Wies Contracting  
Taylor Excavating  
Tradesmen International  
TROCO Custom Fabrication  
Tyson Onsite  
UHY LLP  
United Rentals  
Vee-Jay Cement Contracting  
Vinson Mortgage  
Wies Drywall and Construction  
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 monthly meeting, as our guest.

### **CONTRACT REVIEW**

In order to protect yourself, be sure to include a clause saying you have the right to stop work if the GC is more than 30 days late in making a payment that is due.

If you have 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 4:00pm. The location is Fallons Bar & Grill 9200 Olive Blvd. Olivette, Mo. 63132. We are growing tremendously and always looking for more members. Please consider sending someone from your staff to join our committee. Remember Safety Pays! Due to everybody's busy schedule please call to confirm we are meeting that month. Call Mike Sicking at 314-486-3141 for more information about the Safety Committee.

### **PROGRAMS**

The ASA Midwest Council has as its mission statement the following:

*We are an association that helps subcontractors to get business, and with their business.*

The ASA Programs Committee (and other ASA committees) use that mission statement as a framework to shape the various ASA programs that permeate our calendar.

We strive to help you GET business by putting you in front of your customers as much as we can at the GC Expo; at our semi-annual GC lunch-and-learns; and at various times throughout the year where your customers are present (the ASA Gala and ASA Showcase). We listened to your feedback and we heard that you want to be front and center with YOUR customers.

We strive to help you WITH YOUR business by providing relevant, real-time information such as the feedback from our Contract Review committee, who stringently reviews General Contractor contracts and provides invaluable feedback. We help you WITH YOUR business by providing an ongoing series of seminars that are pertinent to what's happening in your world today. We help you WITH YOUR business by providing pertinent monthly speakers at ASA monthly meetings. And we help you WITH YOUR business by advocating for subcontractor's rights through the legislative process in Jefferson City.

Please take a moment and ask how ASA might help you. Then let us know. Chris O'Hagan, Programs Chairman, [chris@jdkutter.com](mailto:chris@jdkutter.com)

Don't miss the

# ST. LOUIS CONSTRUCTION SHOWCASE & BBQ

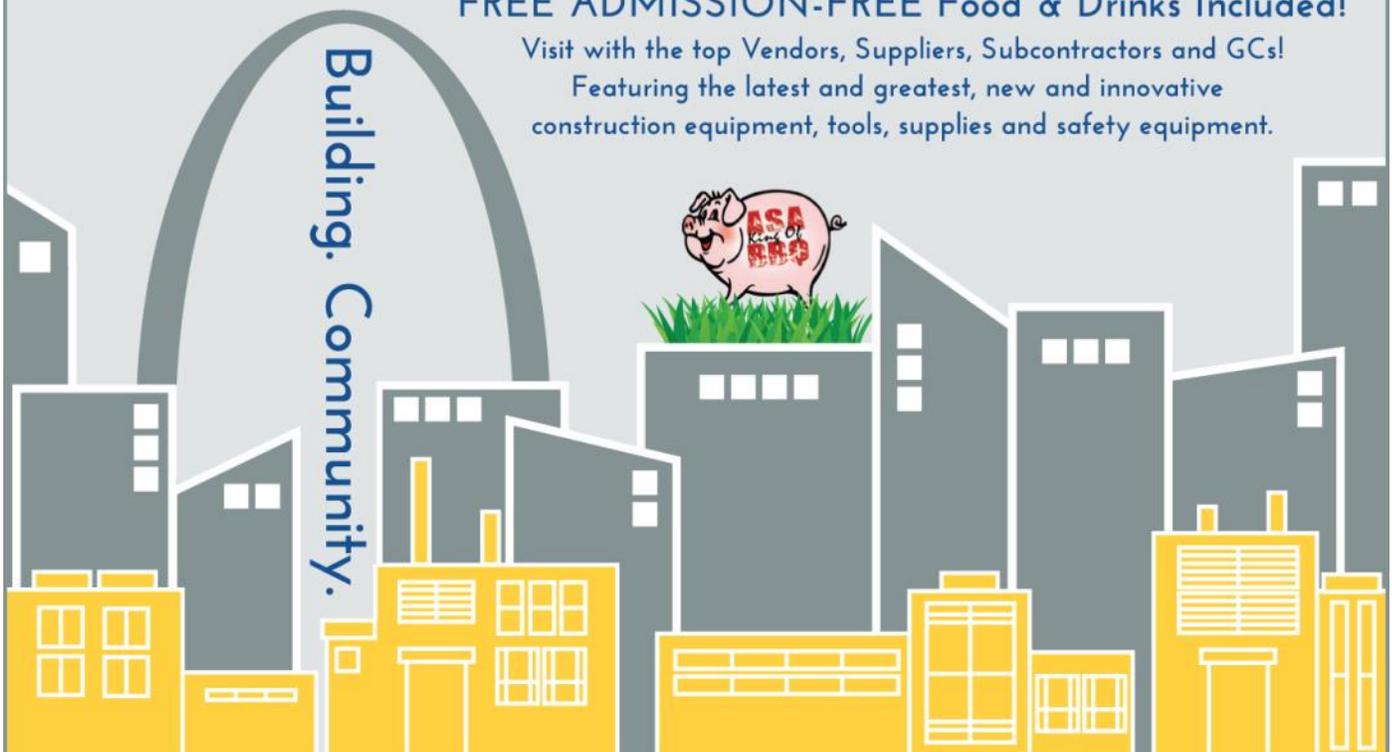
*Sponsored by the American Subcontractors Association - Midwest Council*



Wednesday, May 16, 2018 • 2:00 - 7:00 p.m. • Queeny Park

**FREE ADMISSION-FREE Food & Drinks Included!**

Visit with the top Vendors, Suppliers, Subcontractors and GCs!  
Featuring the latest and greatest, new and innovative  
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&  
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# Changes to the ANSI and CSA Standards You Need to Know About

**Branden Bell**

**West Division Safety Trainer, United Rentals-314-281-1947**

The current ANSI and CSA standards for safe use and training have not been updated for many years (the current ANSI boom, scissor lift and manually propelled standards were last updated in 2006, and CSA standards go back even further). Now in an effort to align more with an international standard (ISO 16368), ANSI and CSA standards will share more similarities, although there will still be some slight differences. For example, the current ANSI and CSA standards are product specific (i.e. there is a standard for each type of MEWPs), but the new revisions will be subject matter based standards (i.e. safe use, training and design).

To prepare for these standards changes, it is important for users (defined as employers) to understand the more significant changes, especially because some of them are some are specific to ANSI or CSA only, while others are shared between the two standards.

## **Major standards changes to be aware of include:**

Safe Use Planning

Supervisor Training

Occupant Training

Maintenance and Repair Personnel Training

## **Safe use planning (ANSI and CSA)**

### **A safe use program specific to MEWPs must be developed by the user and must include, but not be limited to, the following:**

1. performing a site risk assessment to identify hazards, evaluate risk, develop control measures and communicate with affected persons
2. selection, provision and use of a suitable MEWPs and work equipment associated with it;
3. access, preparation and maintenance of the site, as required, to include an assessment that the support surface is adequate to support the weight of the MEWPs;
4. MEWPs maintenance including inspection(s) and repairs as required by the standard and recommended by the manufacturer;
5. only trained and authorized personnel are allowed to operate and/or occupy the MEWPs;
6. familiarization of authorized MEWPs operator(s) with the specific MEWPs to be used;
7. inform the operator of local site requirements and warn and provide the means to protect against identified hazards in the areas where the MEWPs will be operated;
8. have trained and qualified supervisor to monitor the performance of the work of the operator to ensure compliance with provisions of this standard;
9. prevention of unauthorized use of the MEWPs;
10. safety of persons not involved in the operation of the MEWPs.

### **A major addition to the ANSI Standard is the requirement that the user must ensure that all personnel that directly supervise MEWPs operators are trained in the following areas:**

1. proper selection of the correct MEWPs for the work to be performed;
2. the rules, regulations and standards that apply to MEWPs, including the provisions for safe use as defined in ANSI A92.22, training and familiarization, and the work being performed;
3. potential hazards associated with use of MEWPs and the means to protect against identified hazards;
4. knowledge that the manufacturer's operating manual(s) are an integral part of the equipment and need to be stored properly in the weather resistant compartment on the MEWPs.

## **Occupant Training (ANSI and CSA)**

Another major addition, the MEWPs operator must now provide instruction or otherwise ensure that all occupants in the platform have a basic level of knowledge to work safely on the MEWPs. This instruction must provide the occupants with the knowledge to complete the work activity in a safe manner on the MEWPs. It should also provide at least one of the occupants with the knowledge to operate the controls in an emergency where the operator cannot. It is important to note that this instruction does not give the occupant authorization to operate the controls at any time except in an emergency.

SPONSOR AN UPCOMING MONTHLY MEETING  
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 next 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)*



### **DON'T MISS IT!!**

ASA MIDWEST COUNCIL'S

***Construction Showcase  
& BBQ***

**Wednesday, May 16, 2018**

**QUEENY PARK**

REMEMBER THIS IS A  
**FREE EVENT!**

### **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)

# 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 \$420/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 PARTNERSHIP

Mason Contractors Assoc. (MCA)

Contact David Gillick

(314) 645-1966



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



