

JULY 2018

JULY

**NO MONTHLY MEETING
IN JULY**
Enjoy your Summer!

July 17
BPI in a Box Luncheon
Syberg's on Dorsett

AUGUST

August 15
Monthly Meeting
DINNER Meeting
Syberg's on Dorsett

SEPTEMBER

September 13
Contract Clause
Seminar
Enterprise Univ.

September 19
Monthly Meeting
LUNCH Meeting
BSI Constructors

OCTOBER

October 1
31st Annual
Golf Tournament
Whitmoor CC

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

Who knew there would be fireworks displays throughout the city the weekend I became President of the American Subcontractors Association Midwest Council? They must be as excited as I am!

To say that I am honored to serve as your President would be an understatement. I am so very grateful to each of you for your friendship, your guidance and trust that I will uphold the values that ASAMWC has stood for in the construction industry of St. Louis for over fifty years.

I would like to thank Val Perales with Bazan Painting, our immediate past president, the members of the board of directors, the nominating committee, the committees and their chairs, and our past presidents. All these people have built a strong foundation for this organization and its members to flourish. A special thank you goes out to Susan Winkelmann, our executive director, she does an amazing job for all of us!

As always, we will continue our mission; supporting the three pillars of ASA through legislation, networking and education.

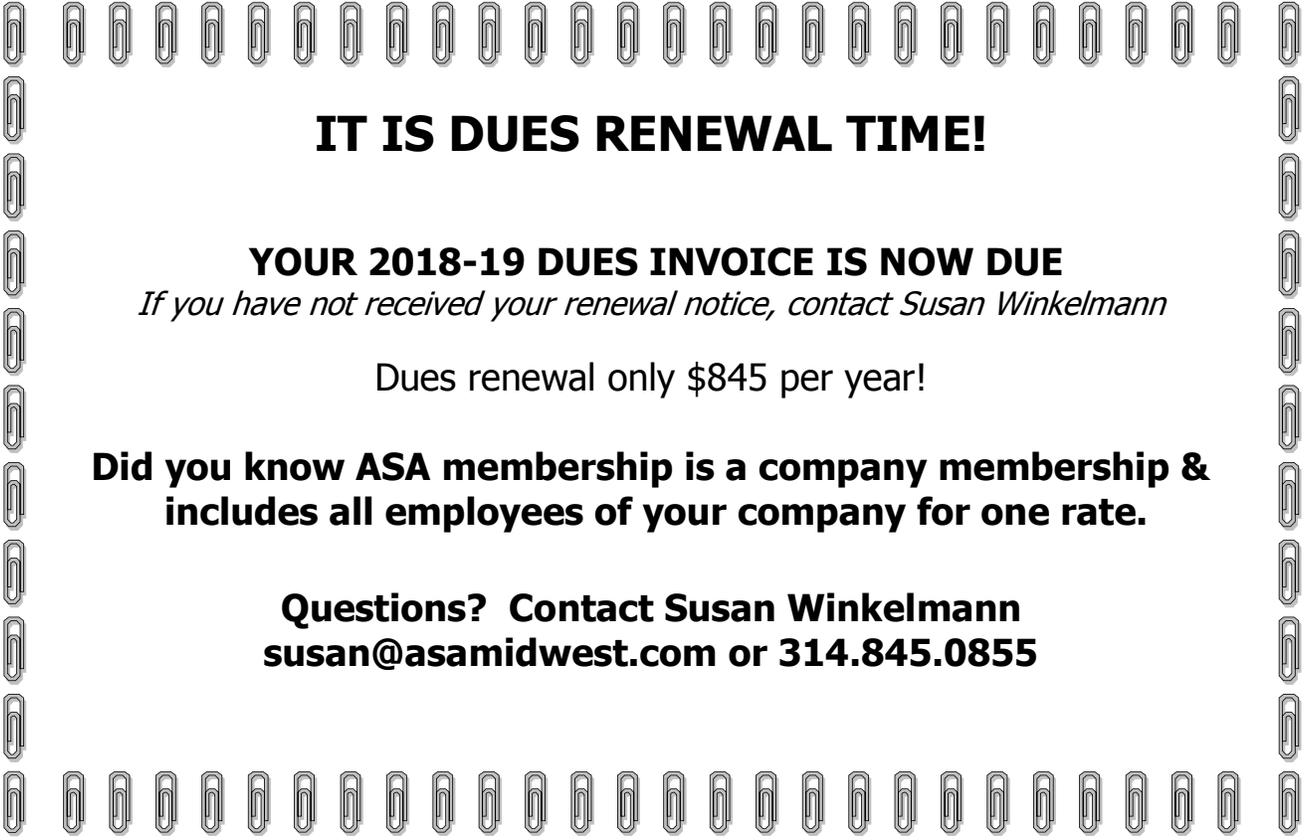
- ◆ Legislatively my goal for the year is to see more of our members support our Legislative committee and having your voices be heard in order to strengthen subcontractors and supplier's rights.
- ◆ Networking this is one of the best parts of ASA. We know how to throw a party and I urge you participate in the events or to join a committee and help us behind the scenes of one of our many superb events. Golf is right around the corner and there is no time like the present to get involved.
- ◆ Education is where I would like to spend much of my focus. Not only educating our members as to all the advantages that are available to them as a member and reaching out to non-members to help them understand the benefits that membership brings, but to go a step above that. ASAMWC will have a focus on bringing the trades into the youth of St. Louis. It is my opinion that the trades are being overlooked by many of the high school kids simply because they have not been educated on what we do, how to become a part of it, and where to begin. Without the youth coming into the trades in the next five years, our tradesmen workforce will be at critically low levels, which could be detrimental to your businesses if there is no skilled labor to do the work. This will be a monumental feat. I need your help! ASAMWC needs your help to be part of this ground-breaking effort, into making a difference for our future and the futures of the youth of St. Louis.

We will have a spotlight at the monthly meetings focusing on one component of ASA to keep these things fresh for our members and make you aware that they are available to you, be it legislation, contract review, safety or one of the many other facets we offer to our members. So please look for this at the monthly meetings. In closing, I'd like to share with you something my mother instilled in me as a child. "Can't never could." She would repeat this to me over the years until I understood that can't is not part of my vocabulary. There is always a way to get it done, make it happen and succeed. Let's make this a great year and do all the things I know we can do because together we accomplish so much!

Jennifer Church
United Rentals
jchurch@ur.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.**



IT IS DUES RENEWAL TIME!

YOUR 2018-19 DUES INVOICE IS NOW DUE

If you have not received your renewal notice, contact Susan Winkelmann

Dues renewal only \$845 per year!

**Did you know ASA membership is a company membership &
includes all employees of your company for one rate.**

**Questions? Contact Susan Winkelmann
susan@asamidwest.com or 314.845.0855**

AUGUST 2018
Monthly DINNER Meeting
Syberg's on Dorsett
Wednesday, August 15, 2018
5:30-7:30 p.m.

REMINDER THERE IS NO TYPICAL MONTHLY MEETING IN JULY-ENJOY YOUR SUMMER!

Please make plans to join us for the August Monthly Member DINNER Meeting on Wednesday, August 15th at 5:30 p.m. Syberg's on Dorsett.

Our speaker for the evening will be Bill McDonald , OSHA Area Director. More Details Next Month!

MEETING AGENDA:

Networking 5:30 to 6:30 p.m.
BPI 5:45 to 6:15 p.m. (Subs Only)
Dinner 6:30 p.m.
Program 7:00 p.m. (OSHA-Bill McDonald)

Registration includes hosted bar, dinner & program

\$42 ASA Members

\$65 Non ASA Members

Register online-www.asamidwest.com
by Friday, August 10, 2018
Attendees not cancelled by 8.10.18 will be charged per ASA cancellation policy.

INTERESTED IN SPONSORING THIS MEETING?

ONLY \$250 to sponsor meeting!

Limited Availability!

Contact Susan Winkelmann for details
susan@asamidwest.com or 314.845.0855



2018-19
ASA Midwest Council
Officers
&
Board of Directors

President

Jennifer Church, United Rentals

Vice President

Tom Henson, Affton Fabricating & Welding

Secretary

Rich Russell, Sachs Electric Co.

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Mark O'Donnell, Schmersahl Treloar & Co.

Immediate Past President

Val Perales, Bazan Painting Co.

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Steve Cummins, Bell Electrical Contractors

Steve Albart, Enterprise Bank & Trust

Jeffrey Loebner, Gencorp Services

Dennis Voss, Golterman & Sabo

Chris Sauer, T J Wies Contracting

Sal Vitale, Vee-Jay Cement Contracting

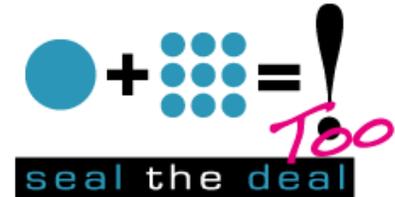
Chapter Attorney

*Richard Stockenberg, Sandberg, Phoenix,
von Gontard*

Five “Must Haves” for a Good Website

Stephanie Woodcock

Seal the Deal Too



Before we start with the list of “Must Haves” for a good website, let me preface that first and foremost a website should be responsive and mobile friendly. Studies show that more than 50% of all websites and emails are opened on mobile devices, so if your website is not “responsive” and mobile friendly, then stop reading now and find a web designer. The next five points do not matter until you have a responsive site that people can read on their mobile devices. Take a look at your website on your smartphone. If the street address or services or pictures are illegible or too small, then chances are it's not mobile friendly. You should not have to place your forefinger and thumb on the screen to enlarge the street address. A responsive site organizes the information on your website to best fit whatever screen it is displaying on, whether it be a desktop, a smartphone, or an IPAD.

Now we can begin. Five “must haves” for a good, if not great, website.

1 - Multiple methods of contact easily visible and located in the expected places. Potential customers are on your website (yay!) and obviously the next step is that you'd like to connect with them. Make this as simple for them as possible by making your phone number, address (linked and coded to map/directions is always a plus), and email address easy to find. These items are standard in the footer and/or headers of a website, and this is where people will look for them, in addition to the 'contact us' page of your website.

2 – Clear, concise content. No one knows your industry like you, and now that I've landed on your website please don't bury me in industry jargon & terminology that I don't understand. Your home page should be informative, concise and user-friendly. It should not be like reading IKEA directions (sorry IKEA). You should be using laymen terms to simply describe your product and services so that people feel like they can call you and have a conversation with you on their terms. Customers are not impressed by your wealth of knowledge and expertise in the field. They just want you to back up your work. They want to understand the gist of how you can help them and make their lives easier. Don't be the hero in the story of what you do. Let your customers be the hero, and you be the guide.

3 – UNIQUE & Fresh content – This is for all you Google happy folks out there! Google crawls your page when new content is uploaded, (hence the popularity of blogs on business websites) and Google is grading your content. Pencils down! Do your metatags/keywords match with your content? Is your content 'borrowed' from another similar website (that's a big no-no)? Has your content been updated in the last 90 days? These three things heavily affect your search rankings.

While many B2B companies in the construction industry don't necessarily get their customers from Google searches, it is still important to remember and consider. Google is a giant to be reckoned with. In order to 'play nice' with Google, you need to have fresh, relevant content to your industry. A post once a month related to your services is a great place to start, and this can easily be uploaded by office staff on the backend of a website built on a CMS (content management system) platform.

4 – Appropriate use of color and images. I have seen many websites that look like a cookie cutter website with a logo attached. This is NOT a brand! This is a sad excuse for a website. Where is your identity? What does your company stand for? A branded website with strong sense of style, imagery, and color helps set you apart from the competition and supports your sales effort by evoking a professional, signature brand. You don't want to be known as the generic company that's been around for a long time with that great salesperson. You want to be known for your brand. A brand can do a lot of things. It can make you look bigger than what you are. It can attract the right kind of customers. It can support a sales push. It can enhance work ethic of your company's culture. A brand is so much more than looks, and it starts with your website. More today than ever, a digital identity is crucial for a brand's success.

Lastly, and most importantly:

5 – A CALL TO ACTION! You have a potential customer on your website! Now what? What do you want them to do next? Customers do not take action until they are challenged to take action. Unless we are bold in our calls to action, we will be ignored. We assume that we want them to buy from us, but that's not correct. Customers have to be pushed to action. There is power in clarity. Make sure your site flows in a way that leads them to the action you want them to take, whether that is to simply learn more about your business or to pick up the phone and call you. Do you believe in your product? Customers aren't looking for brands that are filled with doubt. They are looking for brands that have solutions to their problems. There are two kinds of calls to action: a direct call to action and transitional call to action. For a good example of a direct call to action, go to the website of your favorite pizza chain. There on the front page, there is a call to action to get you to place an order. Pictures of delicious, albeit greasy, pizza...Easy to click 'order now' buttons. It will push you through the order, guide you step by step, and try to upsell you soda and garlic bread.

As a brand, it's our job to pursue our customers. We are the ones who need to take the initiative. So be bold and direct when it comes to your website. State your purpose, have direction, have plenty Call to Action buttons and methods to reach you, and support this clear messaging with a strong brand, logo, colors, imagery and easy navigation. A good website can make or break a company. Let's make yours!

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 June monthly meeting:

Afton Fabricating & Welding	CSA Advisors, LLC	Golterman & Sabo	Sachs Electric Co.
American Steel Fabrication	Duct Systems, Inc.	Guarantee Electrical	Sandberg, Phoenix,
Archview Metals	ELCO Chevrolet/Cadillac	Johnson Controls	von Gontard
Aschinger Electric Co.	Enterprise Bank & Trust	Kirby-Smith Machinery	Schmersahl Treloar & Co
Bangert Computer Syst.	Equipment Share	Knapheide Truck Equipment	Seal the Deal Too
BAZAN Painting Co.	Event Productions	Lizmark	SFW Partners, LLC
Bell Electrical Contractors	Fabick Rents	Montgomery Bank	Sikich, LLP
Briner Electric	Foundation Supportworks	NuWay	Sunbelt Rentals
CliftonLarsonAllen	by Woods	P.M. Leach Painting Co.	TJ Wies Contracting, Inc.
Common Sense Solutions	George McDonnell & Sons	RubinBrown LLP	Tradesmen International
			United Rentals

Upcoming ASA Midwest Council Meetings & Events



July 17 ***BPI in a Box Luncheon-Subcontractor & Suppliers Only
Syberg's on Dorsett***

NO MONTHLY MEETING IN JULY-ENJOY YOUR SUMMER!

August 15 ***Monthly Membership Dinner Meeting
Syberg's on Dorsett***

September 13 ***Contentious Contract Clause Seminar
Enterprise University-Creve Couer***

September 19 ***Monthly Membership LUNCH Meeting
BSI Constructors***

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!*



Please join us for the 31st Annual

ASA Midwest Council Golf Tournament

Monday, October 1, 2018 • Whitmoor Country Club • 11:30 a.m. Tee Time

Reservations Required • Sponsorships Available

All-Inclusive Registration:

Golfer Gift • Course Games • Lunch Buffet • Cocktail Hour • Steak Dinner • Silent Auction



Visit asamidwest.com to register.

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

EVENT SPONSORSHIPS AVAILABLE

PLEASE VISIT

WWW.ASAMIDWEST.COM

TO REGISTER YOUR FOURSOME & PICK A SPONSORSHIP

SAVE THE DATE

2019 | **SUB**Excel
ASA - We Build Excellence

March 6-9, 2019 | Nashville, Tennessee

www.subexcel.com

ASA Midwest Council needs your time and talent!

Are you a new member looking to get more involved with the ASA?
Or perhaps you are a long time member, and have never joined a committee!

We are always looking for committee members to assist with our quarterly events, as well as the ongoing committees, that help run the organization!

If you are interested in joining a committee, contact executive director,
Susan Winkelmann 314.845.0855 or susan@asamidwest.com

ASA Midwest Council has been Building. Community. Since 1967!

The month of June has been unusually busy in Jefferson City as the face of state government has taken on a new look. In a move that surprised nearly every Capitol observer, embattled governor Eric Greitens resigned from office at 5:00 pm on June 1st, paving the way for then-Lt. Governor Mike Parson to fill the remainder of the term.

The new governor is a seasoned veteran of Missouri politics, unlike Greitens who touted being an outsider from the moment he entered the political arena.

Parson was born in the small Hickory County town of Wheatland, MO, graduating from high school in 1973. He entered the US Army in 1975 and spent six years as a Military Police officer. He then returned home to spend a career in law enforcement, eventually serving as Polk County Sheriff for twelve years. In 2004, he was elected to the 133rd district in the House of Representatives, being re-elected in 2006 and 2008. Parson then was elected as the State Senator for the 28th district in 2010 and was re-elected in 2014. He then ran for Lt. Governor in 2016, winning in 110 of 114 counties, garnering the most votes for any Missouri Lt. Governor in history. He now serves as the 57th governor of the state.

With the domino effect in full swing, Parson tapped Senator Mike Kehoe to become the next Lt. Governor of the state on June 18. Kehoe had represented the 6th senatorial district, which covers a large portion of central Missouri, including Jefferson City. He could not seek re-election to the senate because of term limits. Kehoe is also familiar with the workings of government, having served two terms in the senate and having been the chair of the state Transportation Commission.

Before Greitens announced his resignation, he took action by signing 77 bills into law that were passed during the legislative session. Gov. Greitens did not take action on HB1729 which is the compromise bill that reformed prevailing wage in Missouri. Greitens left that decision up to Gov. Parson. Governor Parson is now faced with reviewing HB1729 along with the remaining 69 bills that were passed during the 2018 legislative session. He has until July 15 to sign or veto each measure, or they will automatically become law.

Other action in the legislature centers around campaign season. Half of the state's 34 senate seats are up for election as are all of the 163 seats in the House of Representatives. Those seeking office are in full campaign mode as the date for the primary election is August 7. Successful candidates will then have their eye set on the general election set for November 6.

Many Republican hopefuls worry that fallout from the Greitens scandal could thwart their chances in competitive races across the state. We may have already seen some of that effect recently, as Democrat Lauren Arthur beat Republican Kevin Corlew in a special election on June 5 for the 17th senatorial district, which covers the northern portions of the Kansas City area. Many thought the race would be close, but Arthur trounced Corlew by nearly 20 percentage points. She becomes the first Democrat to hold the seat in more than a decade.

We will continue to keep you updated on happenings in Jefferson City and across the state as they affect ASA. Nikki Strong, Strong Consulting Group.

ASA Midwest Council Members

Acoustical Ceilings, Inc.
Affton Fabricating & Welding
Ahern Fire Protection
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
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
Hansen's Tree, Lawn & Landscaping
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 Too
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
Team Industrial Services
Tradesmen International
TROCO Custom Fabrication
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

Welcome to our newest member! TEAM INDUSTRIAL SERVICES!

Do you know of a company that would benefit from being part of ASA Midwest Council? If so, Contact membership chairman Chris O'Hagan- chris@jdkutter.com or Susan Winkelmann, ASA executive director 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

Be aware that many subcontracts require that the American Arbitration Association be used to administer mediations and arbitrations. AAA is very expensive and in most cases will cost more than litigation. For example, AAA has added yet another layer of cost to its already burdensome fee schedule. They now charge \$75 for each hour worked by their mediators. This is in addition to the hourly charge paid to the mediator. If the mediator charges \$400/hr., it cost the parties \$475/hr.

If you have questions regarding the contract review service, contact committee chair,

Dick Stockenberg,
Sandberg Phoenix, von Gontard
rstockenberg@sandbergphoenix.com.

SAFETY

The Safety committee is planning an upcoming aerial boom lift and scissor lift training session In the next couple of months. Stay tuned for more details 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 Programs Committee is currently planning for our 2018-19 year! Do you have suggestions as to what type of programs ASA can offer, to help your business grow? If you have suggestions, or are interested in joining the Programs Committee, contact Chris O'Hagan, Programs Chairman, chris@jdkutter.com



DataStreet and ASA Join Forces to Deliver Web-Based T&M Ticket & Change Order Request Solution for Subcontractors

DataStreet, a creator of project management tools for subcontractors, and the American Subcontractors Association, a national trade association representing subcontractors, specialty trade contractors, and suppliers in the construction industry, have joined forces to provide the latest Time and Material Web-based application especially for construction subcontractors.

“At DataStreet, our main goal is to provide useful and effective tools for subcontractors that actually work,” said DataStreet co-founder Bruce Kinghorn, a construction subcontractor for 36 years. “We know that there are plenty of options in the marketplace for project management tools, but they never seem to fit exactly how subs need them to. Built by a team of subcontractors with over 75 years of experience, we pride ourselves on not only providing great tools for subs, but also listening to our customers.”

DataStreet’s T&M application eliminates the field paperwork for change order work and gives subcontractors a Web dashboard with real-time access to all of their T&M and Change Order Request information.

“We are confident that our app will save subcontractors money by eliminating lost, late or damaged tickets,” Kinghorn continued. “It will eliminate inefficient tracking and documenting protocols and will save subcontractors time by easily processing tickets and change order requests.” The app is Web-based, so subcontractors will have 24/7 access to where their companies stand financially with outstanding change order work and submitted.

“Business is hard enough these days,” Kinghorn added. “Our goal is to create practical and efficient tools to minimize subcontractors’ risk and increase their profitability. We feel like the fit with ASA couldn’t be better!”

ASA Chief Operating Officer Richard Bright agreed that DataStreet is a natural fit for ASA. “We are pleased to have DataStreet as a national sponsor, but more importantly, we are thrilled to welcome DataStreet to the ASA family as a member through our ASA of Arizona chapter,” Bright said. “DataStreet clearly recognizes the value and benefits of participation in national trade association, where individuals can contribute to a cause greater than themselves.”

Understand the Benefits and Risks of Terminations/Suspensions

Especially during tough economic times, subcontractors need to understand the potential consequences of terminations and suspensions, including both potential benefits and pitfalls. The “Guideline on Terminations and Suspensions” jointly developed and published by ASA, the Associated General Contractors of America, and the Associated Specialty Contractors, provides an overview of the factors to consider when evaluating or handling a termination or suspension, including:

- **Shut-down and start-up costs.**
- **Effects on contract time and price, including overhead and profit.**
- **Cancellation of subcontracts, orders and commitments.**
- **Liability/opportunity for completing/repairing work and any associated costs.**
- **Access to equipment after termination/suspension.**
- **Effect on warranties.**

Typically, a party’s decision to consider termination or suspension is the result of serious problems that have hindered a project’s progress. The guideline urges all parties to focus on effective communication to prevent terminations and suspensions whenever possible:

“Many premature terminations result from misunderstandings or insufficient information due to a lack of prompt, clear communications. This includes the need for complete job meeting minutes and regular communications between meetings. The faster that problems are reported, the better these can be addressed cooperatively to mitigate any unfavorable impact and to lessen the chances of inappropriate terminations, suspensions or takeover of work.”

Multiple project delays or interruptions, or the prime contractor’s failure to honor contract obligations, especially payment obligations, may tempt a subcontractor to suspend or terminate work. The guideline warns: “Contractors and subcontractors need to be sure that payment was unreasonably denied before discontinuing performance of their work for untimely pay. Otherwise, they may be portrayed as having improperly abandoned the job and charged with the costs of others finishing their work.”

It further explains that suspending or terminating for nonpayment can be especially tricky in states where pay-if-paid clauses are legal. A subcontractor considering suspension or termination needs to consult an attorney to sort out thorny legal issues. No matter which party is affecting a termination/suspension, a subcontractor needs to evaluate the completeness and accuracy of the information it’s relying on in making decisions.

**You do not Need to be a Traditional
Over the Road Trucking Company
to be Under the
Department of Transportation Regulations**

*Rose Kastrup & Bobbi Agnew
CSA Advisors*

Are you a regulated “Carrier”?

Do you use regulated vehicles?

Regulated Vehicles:

- 10,001 pounds and over Gross Vehicle Weight Rating (GVWR) or Gross Combination Weight Rating (GCWR) (truck + trailer) crossing state lines.
- 10,001 pounds and over Gross Vehicle Weight Rating or Gross Combination Weight Rating hauling any amount of Hazmat including non-placarded class 9 (combustible engine)- 26,001 pounds and over Gross Vehicle Weight Rating or Gross Combination Weight Rating.

What class of license do you need....

Class E License

A single vehicle less than 26,001 pounds GVWR, medical card required if driving a regulated vehicle. (This license can vary per state- Class E is for the state of Missouri)

Class B CDL

A single vehicle with a GVWR of 26,001 or more pounds. Towing a vehicle not in excess of 10,000 pounds GVWR, medical card required if driving a regulated vehicle. Must attach medical to CDL thru DMV.

Class A CDL

Any combination of vehicle with a GCWR of 26,001 or more pounds Towed vehicle is in excess of 10,000 pounds, medical card is required if driving a regulated vehicle. Must attach medical to CDL thru DMV.

Regulations that may apply to your company include but are not limited to:

Controlled Substance and Alcohol testing programs, Driver qualifications, Hour of Service, and Maintenance requirements

Load Securement Regulations and Safety

An Improperly secured load can result in:

Loss of life, Loss of load, Damage to the cargo, Damage to the vehicle, A crash, Issuance of citations and/or fines to the driver and the company.

PREVENTION:

Check your cargo before your trip.
Know your dimensions (height & width)
Watch for restricted routes
Load Checks- 1st 50 miles & every 3 hrs.
or 150 miles

Tiedown requirements:

- Restrain cargo using a minimum of four tiedowns, each having a WLL of at least 2,268kg (5000 lb.).

Note: More tiedowns may be required to satisfy the general cargo securement requirements (Section 2) that state “The sum of the working load limits from all tiedowns must be at least 50% of the weight of the cargo.”

- √ Attach tiedowns wither at the front and rear of the vehicle or at the mounting points on the vehicle designed for that purpose.
- √ When an article of cargo is not blocked or positioned to prevent movement in the forward direction, the number of tiedowns needed depends on the length and weight of the articles.

There must be:

- one tiedown

for articles 5 ft or less in length, and 1,100 lbs. or less in weight;

- two tiedowns if the article is -

5 ft or less in length and more than 1,100 lbs. in weight; or greater than 5 ft but less than 10 ft, regardless of weight.

Commercial Vehicle Safety Alliance has scheduled 2018’s Operation Safe Driver Week for July 15-21, 2018.

THANK YOU TO OUR JUNE MONTHLY MEETING SPONSOR
KNAPHEIDE TRUCK EQUIPMENT

TEAM INDUSTRIAL SERVICES

*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*

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/Rick Williams)

GC Expo

(Walter Bazan, Jr. /Tim Thomas)

Safety

(Mike Sicking/Rose Kastrup)

Brand Development

(Stephanie Woodcock)

Contract Review

(Dick Stockenberg)

Contact a committee chair today, to join a committee!



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

**ASA Midwest Council
Golf Tournament**

Monday, October 1, 2018
Whitmoor Country Club • 11:30 a.m. Tee Time
Reservations Required

The poster features a golf ball on a tee in the foreground. In the background, there is a logo for Whitmoor Country Club and the ASA Midwest Council logo. The text is set against a light blue sky with clouds.

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

