

DECEMBER

**December 5
Casino Night
Holiday Party**

Syberg's on Dorsett

JANUARY

**January 30
ASA Midwest Council's
Meet the GC's Expo**

St. Charles Convention Ctr.

FEBRUARY

**February 20
Monthly DINNER Meeting**

Syberg's on Dorsett

**February 27
Educational Seminar
What Banks & Sureties
Look For!**

Enterprise University

MARCH

**March 20
Monthly LUNCH Meeting**

Syberg's on Dorsett

APRIL

**April 6
ASA MWC
Awards Gala**

The Four Seasons

MAY

**May 15
Construction Showcase
& BBQ**

Queeny Park

DECEMBER 2018

Usually the ringing in of the New Year brings reflection of the past year, and promises of the year ahead, we look at what we did right and where we need to improve. As I reflect on ASA over 2018, I can say we had a great year! With Val Perales, our immediate past president, finishing his year up in June and my presidency starting July 1st, we have stayed focused on our goals, and have gained significant ground in many areas. We have created new initiatives and continue to push forward on bringing value to our members.

There are still a few days to register for the Annual Casino Night Holiday Party, on Wednesday, December 5th, from 6:30 to 10:00 p.m. Casino Night replaces our typical monthly meeting in December. It is always a great night of ASA fun! Again, this year we are conducting a food drive to benefit the STL Area Foodbank, so please bring your food donations to help the neediest families in our community. Last year we collected over 500 lbs. of food! With your help, we can beat that number this year, so don't forget your donations on December 5th. We will collect \$\$ donations as well, if you do not have time to shop before Casino Night. All money will be donated to the STL Area Foodbank!

The new ASA Midwest Council website is in full swing now, and we will be adding new features for our members on an ongoing basis. REMEMBER to use your member login to access member information AND member pricing for the upcoming GC Expo on January 30th. If you do not have your member login info, email susan@asamidwest.com and Susan will resend your login information!

Our 17th Annual Meet the GC's Expo is quickly approaching, on January 30th at the St. Charles Convention Center, from 3:00 to 7:00 p.m. This is one of the most sought-after construction events in St. Louis. Last year's attendance was over 1,400 people and we had 37 General Contractors exhibitors. Remember members have first access to our GC's from 3:00 to 4:30 p.m. This is a must attend event for anyone in the construction industry, so we hope to see you there!

I want to wish you and your family a very Merry Christmas and a happy, healthy and prosperous New Year. Look forward to seeing you in 2019!

Jennifer Church,
United Rentals
President, ASA Midwest Council
jchurch@ur.com 314.486.3899

Syberg's on Dorsett
2430 Old Dorsett Rd
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.



ASA Midwest Council Has a New WEBSITE!!

The ASA Midwest Council has a brand new website!!
Watch for enhanced features and benefits for our members in the coming months!!

**PLEASE take a few minutes to login to the new site and check out
the new event registration features!**

**IF YOU PLAN ON ATTENDING THE GC EXPO ON JANUARY 30th YOU WILL
NEED TO LOGIN TO RECEIVE THE \$30 MEMBER DISCOUNT!**

**Don't have your login information? Just visit the login page, enter your
email address and then select "FORGOT PASSWORD", you will receive an
email with a temporary password so you can then login!!**

**If you have any issues, PLEASE contact susan@asamidwest.com
and we will walk you thru the login/registration process**



**13th ANNUAL CASINO NIGHT
Members Only Holiday Party**

Wednesday, December 5th 2018
Syberg's on Dorsett
6:30 p.m. to 10:00 p.m.

Don't miss the 13th Annual
ASA Midwest Council Casino Night
Holiday Party!!

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

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

Register at www.asamidwest.com
by December 3rd
(no shows not canceled by 11.30.18
will be charged per ASA cancellation policy)

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

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

www.asamidwest.com to register
YOU MUST USE YOUR
ASA MEMBER LOGIN

JANUARY 30th 2019

MEET THE GC'S EXPO
St Charles Convention Center
Wednesday, January 30, 2019
3:00 to 7:00 p.m.

*Reminder: The Expo replaces the typical monthly
membership meeting in January 20189 so join us at the
St. Charles Convention Center on January 30th!*

EARLY MEMBER ONLY ACCESS
3:00 to 4:30 p.m.
Reduced Member Rate is \$65
Non Member Rate is \$95

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

KICK OFF 2019
WITH THE ASA MIDWEST COUNCIL
AND OVER 35 STL PREMIER GC'S.

*The 17th Annual ASA Meet the GC's Expo
promises to be one of the best ever,
don't miss it, register today!*

**Mix and mingle with multiple representatives
from all of the premier STL GC'S, at this
must attend construction industry event!**

Advance Registration is required by 1.23.19.
MEMBERS MUST LOGIN TO REGISTER
TO RECEIVE MEMBER PRICING-
\$30 discount off the \$95 registration!
*(Registration includes hosted bar for 3 hours & appetizers
for a portion of the evening.)*

**REGISTRATION AFTER JANUARY 23rd will include a
\$30 surcharge, LATE registration for members
will be \$95 per person!!**

*(No shows not cancelled by 1.23.19. will be billed per
ASA Midwest Council's event cancellation policy.)*

Is it time to consider a VoIP phone system?

*Barry Herring
CMIT Solutions*

There are always four questions that come up when people learn we help companies switch their telephone service to a Voice over Internet Protocol (VoIP) solution:

1. What is VoIP?
2. How does it work?
3. Is it cheaper than what I am paying now?
4. Is it better than what I have now?

We could spend an hour on each of these questions, but I will try to keep it as brief as possible. Here are the typically four types of phones system you will find in business today:

1. Traditional Multi-Line analog systems
2. Hybrid VoIP and Traditional Analog systems
3. VoIP
4. Cell Phones

Each in their own way have both pros and cons and depending on how each of them are being used, will out shine its competitors; if they did not, they would not have a place in the market share.

We have been using VoIP in our business for over 7 years now. During that time period we have had very few issues. Most issues, generally an Internet Service Provider (ISP) outage, were out of our control. Since VoIP uses the internet to carry voice traffic, this is a crucial element to the system. Just a quick note here, in a traditional phone system you are dependent on the Phone Company being able to deliver your voice traffic. With VoIP there are multiple less expensive ways to reduce the risk of your phones being down.

So why do we use VoIP, there are many reasons. First and foremost, we have the ability to configure the way it works for what we need it to do for our company. It is easy to use, easy to configure, easy to add and remove phones, adjust auto attendant, call flows, one Private Branch Exchange (PBX) for company with multiple locations.

A client of ours is using the same VoIP company and has offices in St. Louis and Chicago and both locations are controlled from a central location in St. Louis.

They have the ability and freedom to open an office anywhere in the continental United States and put that new location under the same phone system with the ability to transfer calls between location by dialing phone extensions.

We worked with them to do a cost comparison between two individual Traditional Analog systems and the cost to upgrade their existing network infrastructure, while moving to VoIP. Their Return on Investment (ROI) was 16 months. They are currently on month 9 and very happy with the new phone system and its abilities to handle their needs at both locations. Their internal Office Manager can configure and make changes as needed. Without the need to rely on another company to make changes for them.

When we are asked to do a cost comparison between Traditional Analog systems and VoIP. Cost alone for VoIP is generally cheaper (This depends on the VoIP company you are looking at.). But what you need to understand is voice traffic is now going over your Internal Network Infrastructure. If that equipment is not able to distinguish between data and voice traffic, you may experience some voice quality issues. With the correct equipment in place, your voice traffic can be given priority over your data traffic. This does not imply that your network speed will be affected, but does imply, how it handles data on and off your network.

Another area that VoIP has helped our company is with technician's cell phone numbers being given out. The technicians are on the road or at a client location. With our VoIP vendor they have developed an application for cell phones. When making a business call for our company, the technicians will call out through the application. The caller on the receiving end of this call sees the company phone number coming in, not the technicians personal cell number. Calls from customers can be transferred, routed to the technician's cell easily without call interruption. Technicians like that their cell number is not in the client's phone, eliminating direct calls to them after hours.

I will leave you with some questions you need to ask yourself if you have every thought about switching to VoIP:

1. Does my current system meet our needs?
2. Will it grow with us?
3. Is it easy to use?
4. Can someone on staff make the changes we need?

These are a few questions to consider, if you answered no to any question, now might be the time to investigate VoIP. Barry Herring is an owner of CMIT Solutions of St. Charles/Chesterfield. You can reach him at 636-489-3669 with any questions!



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

SCHOLARSHIP APPLICATIONS ACCEPTED UNTIL JANUARY 31, 2019

visit www.asamidwest.com to download an application today!

THANK YOU

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

Affton Fabricating & Welding	ELCO Chevrolet Cadillac	Integrated Facility Services	Parkway Construction Svcs
American Steel Fabrication	Enterprise Bank & Trust	Irwin Products, Inc.	Precision Analysis, Inc.
Aschinger Electric Co.	Equipment Share	JD Kutter	Sachs Electric Company
AUTCOhome Appliances	Event Productions	JW Terrill	Safety International
Bangert Computer Syst.	Fabick Rents	K&K Supply	Schmersahl Treloar & Co
BAZAN Painting Co.	Frost Supply	Lawrence Fabric & Metal	Seal the Deal Too
Bell Electrical Contractors	Flooring Systems, Inc.	Lindberg Waterproofing, Inc.	SFW Partners, LLC
CliftonLarsonAllen	Galloway, Johnson,	Luby Equipment Services	Sunbelt Rentals
Common Sense Solutions	Thompkins, Burr & Smith	Meyer Painting Co.	Swanson Masonry, Inc.
CSA Advisors	Gencorp Services	Montgomery Bank	Team Inc.
Duct Systems	George McDonnell & Sons	Nu Way	Vee Jay Cement Contracting

Upcoming ASA Midwest Council Meetings & Events



- December 5*** ***ASA Midwest Council Casino Night Holiday Party***
Syberg's on Dorsett-Members Only + Spouses or Significant Others
- January 30*** ***Meet the GC's Expo***
St. Charles Convention Center
- February 20*** ***Monthly Membership DINNER Meeting***
Syberg's on Dorsett
- February 27*** ***Educational Seminar-What Banks & Sureties Look For!***
Enterprise University
- March 20*** ***Monthly Membership LUNCH Meeting***
Syberg's on Dorsett
- April 6*** ***ASA Midwest Council Awards Gala***
The Four Seasons Hotel
- May 15*** ***Construction Showcase & BBQ***
Queeny Park

VISIT WWW.ASAMIDWEST.COM TO REGISTER FOR ANY OF THE ABOVE EVENTS!
Event registration now requires member login, which was emailed in mid October!



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

BUILDING. COMMUNITY.

MEET THE GC'S EXPO

Hosted by the American Subcontractors Association - Midwest Council



Wednesday, January 30, 2019

St. Charles Convention Center



3:00 - 4:30 p.m. | ASA Member Early Access

4:30 - 7:00 p.m. | All Attendees Welcome

Advance Registration Required.

\$65 ASA Members | \$95 Non-ASA Members

After January 23rd deadline | Members \$95 | Non Members \$125

Visit www.asamidwest.com to register by January 23, 2019

For More Information contact susan@asamidwest.com or 314.845.0855

**REGISTRATION AVAILABLE ON OUR NEW WEBSITE!
MEMBER LOGIN REQUIRED FOR MEMBER PRICING!**

If you do not have your login credentials that were sent via email

visit www.asamidwest.com and go to member login & select “forgot your password”

You will be sent an email to reset your password to login-check your spam folder!

2018 ASA CERTIFICATE OF EXCELLENCE IN ETHICS

ASA will honor selected firms that demonstrate the highest standards of internal and external integrity during an awards ceremony at the ASA annual convention, SUBExcel 2019, March 6–9, 2019, in Nashville, Tennessee.

Online Resources:

- Watch the Video.
- Download the 2018 ASA Certificate of Excellence in Ethics Brochure.
- Download the 2018 ASA Certificate of Excellence in Ethics Application.
- ASA provides useful model documents to help with your submission and your ethics program. View the 2018 ASA Certificate of Excellence in Ethics Resource Guide.
- Download the 2018 ASA Certificate of Excellence in Ethics Timeline.
- ASA's Certificate of Excellence in Ethics Program Q&A LinkedIn Group—a forum for getting answers to your questions about the application process. This forum includes current recipients who have been through the application process and who are willing to help guide new applicants through their application process.
- Recipients of the '2017 ASA Excellence in Ethics Award' may re-apply for the 2018 ASA Certificate of Excellence in Ethics using the Re-Certification Form.



APPLICATION DEADLINE: **DECEMBER 7, 2018**



SAVE THE DATE

2019 | **SUBExcel**
ASA - We Build Excellence

March 6-9, 2019 | Nashville, Tennessee

www.subexcel.com

The 2018 General Election is behind us and legislators are preparing for the start of the 2019 Legislative Session. Bill pre-filing begins December 1, 2018. The 2019 legislative session begins January 9, 2019. Election Day results brought about a few surprises, but none were more disappointing than the defeat of Prop D, which would have raised fuel taxes to generate necessary revenue for road and bridge improvements across the state. The final vote count showed that voters rejected the proposal with 46.4% in favor and 53.6% opposed.

The measure had been pushed hard by Governor Mike Parson, Lt. Governor Mike Kehoe, MoDOT Director Patrick McKenna, and a host of statewide organizations and associations. The looming question now is how will MoDOT proceed with desperately needed projects with a very limited funding source. Legislative leaders have already begun to explore their options, with talks of increasing vehicle registration fees or a slight fuel tax increase that stays below the Hancock threshold but there are no easy answers on the horizon at this point. These measures would only provide a fraction of the revenue needed to fund new projects. Sixty-two percent of voters agreed to raise the minimum wage in the state. Prop B passed easily and will mandate that by the year 2023, the minimum wage will be \$12 per hour.

Voters also approved the legalization of medical marijuana, more relaxed laws on bingo games, and a proposal that will modify lobbying laws in the state, cap campaign contributions, and prescribe a new method for drawing legislative district lines.

Other election returns showed that Republicans will retain their supermajority in both chambers, with a 116-47 advantage in the House and a 24-10 margin in the Senate. There will be many new faces in the Capitol when session resumes, with 60 new members in the House and 9 in the upper chamber. New leadership will also take the reigns in the General Assembly in the coming session. Senator Dave Schatz of Franklin County was elected by his colleagues as the new President Pro-Tem, with Senator Caleb Rowden being chosen to serve as the new Majority Floor Leader. Rowden represents Boone and Cooper Counties. The House of Representatives will see Elijah Haahr of Springfield take over as the new Speaker. Rob Vescovo of Arnold will remain as the Floor Leader.

With Josh Hawley winning the US Senate race against long time incumbent Claire McCaskill, a vacancy was created in the office of Attorney General. On November 13, Governor Parson announced that current State Treasurer Eric Schmitt would be tapped to fill the remainder of Hawley's term. Schmitt is a former partner in the Lathrop-Gage law firm, served eight years as a state senator representing St. Louis County, and was elected as Treasurer in 2016. Parson must now make an appointment to fill the vacant Treasurer's spot. This means that of the six statewide elected officials, Parson will have appointed three.

Pre-filing of legislation for the 2019 legislative session begins on December 1. As always, we will monitor any legislation and events in Jefferson City that may impact ASA and the construction industry.

We will continue to keep you updated on political happenings in Jefferson City and across the state. Happy Holidays to all! Nikki Strong, Strong Consultants.

ASA Midwest Council Members

Acoustical Ceilings, Inc.
Affton Fabricating & Welding
Ahern Fire Protection
AME Constructors
American Burglary & Fire, Inc.
American Steel Fabrication, Inc.
Aqueduct Plumbing LLC
Architectural Sheet Metal Systems
Archview Metal Systems Co.
Aschinger Electric
Aspen Waste Systems
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
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
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
Kent Companies LLC
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
PPG Paints
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
Smash-It
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
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. Interested in joining a committee? Contact Susan Winkelmann, ASA Executive Director- susan@asamidwest.com or 314.845.0855

MEMBERSHIP

Do you know of a company that would benefit from being part of ASA Midwest Council? If so, Contact membership co-chairs **Chris O'Hagan- chris@jdkutter.com or Matt Tucker- mtucker@afwc.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

PRESERVE RIGHT TO SUSPEND WORK IF NOT PAID: Beware of subcontract clauses requiring you to continue working even if you are not paid. Such a clause puts you at risk of being in breach if you suspend work for nonpayment. In the absence of legislative relief, your subcontracts should allow you to discontinue work upon giving notice if you are not being timely paid. You should not have to resume work until you are paid the past due amount, plus demobilization and remobilization costs, as well as delay damages. For sample language, refer to ASA's standard subcontract addendum. 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 meets the fourth Thursday of the month at 4:00pm. The location is Fallons Bar & Grill 9200 Olive Blvd. Olivette, Mo. 63132. We are growing as a committee, and are always looking for more members. Please consider sending someone from your staff to join our committee. Safety Pays! Due to everybody's busy schedule please call to confirm we are meeting this month. Call Rose Kastrup at 417 761-4194 for more information about the Safety Committee. **Our new Safety Committee Co-Chairs are Rose Kastrup with CSA Advisors & Steve Williams with Bell Electrical**

PROGRAMS

The ASA Programs Committee is currently planning for 2019! Upcoming programs include a "Workforce Development" Panel Discussion at the February 20th Monthly DINNER Meeting, as well as a program covering "Better Business Mentoring" at our March 20th Monthly LUNCH Meeting. Do you have suggestions for the Programs Committee? We are looking for new committee members to join the Programs Committee, so if you have suggestions, or are interested in joining the Programs Committee, contact either of our Programs Committee Co-Chairs:
Chris O'Hagan, chris@jdkutter.com OR Steve Albart, salbart@enterprisebank.com

OSHA States That Most Instances of Workplace Drug Testing Are Permissible

The Occupational Safety and Health Administration clarified its position on drug testing under 29 C.F.R. § 1904.35(b)(1)(iv). Under the previous guidance from OSHA, employers were limited to post-accident drug testing to situations where there was a “reasonable probability” that drugs or alcohol consumption contributed to the work-related injury. In the October 2018 memorandum, employers have no such restriction:

The purpose of this memorandum is to clarify the Department’s position that 29 C.F.R. § 1904.35(b)(1)(iv) does not prohibit ... post-incident drug testing. The Department believes that many employers who implement safety incentive programs and/or conduct post-incident drug testing do so to promote workplace safety and health. In addition, evidence that the employer consistently enforces legitimate work rules (whether or not an injury or illness is reported) would demonstrate that the employer is serious about creating a culture of safety, not just the appearance of reducing rates. Action taken under a ... post-incident drug testing policy would only violate 29 C.F.R. § 1904.35(b)(1)(iv) if the employer took the action to penalize an employee for reporting a work-related injury or illness rather than for the legitimate purpose of promoting workplace safety and health.

The memorandum provided a non-exhaustive list of circumstances where drug testing would not violate the standard:

- Random drug testing.
- Drug testing unrelated to the reporting of a work-related injury or illness.
- Drug testing under a state workers’ compensation law.
- Drug testing under other federal law, such as a U.S. Department of Transportation rule.
- Drug testing to evaluate the root cause of a workplace incident that harmed or could have harmed employees. If the employer chooses to use drug testing to investigate the incident, the employer should test all employees whose conduct could have contributed to the incident, not just employees who reported injuries.

To prevent potential issues that could arise due to conflict between OSHA’s position in the October 2018 memorandum and its earlier position regarding drug testing policy, OSHA stated the October 2018 memorandum supersedes any OSHA interpretive documents that could be construed as inconsistent with the October 2018 memorandum.

SUBExcel 2019 Will Focus on Technology for Millennials to Dinosaurs’

Whether you have been working in construction for a long time and are cautious about technology, or you are a tech-savvy millennial who is quick to see the benefits of technology, one thing is certain: technology in construction is here to stay. Two-thirds of general and specialty trade contractors report significant improvements to the flow of project information after incorporating mobile technologies for project teams; three-fourths of these find they have better collaboration among team members; and more than two-thirds of these report improved productivity, according to McGraw Hill Construction. More and more owners will only demand that quality work be done faster and technology will allow you to make that happen.

The theme of “Technology—for Millennials to Dinosaurs” will be the focus of SUBExcel 2019, ASA’s annual national convention that will take place March 6-9, 2019, at the Renaissance Nashville Hotel in Nashville, Tenn. Several education sessions and workshops will examine how subcontracting firms can bridge this gap between those who may be “resisters” or “refusers” of technology and those who are “early” or “tentative” adopters to create a cohesive workforce.

Register online, make your hotel reservations, check out the “Program,” and read about the “Speakers” via www.subexcel.com. The early-bird deadline ends **Feb. 1, 2019**, and the hotel cutoff date is **Feb. 6**.

Four workshop presenters have already been announced, two of whom will focus on technology: Brian Moore, Kahua, will present “Unique Technology Solutions—A Game Changer for the Subcontractor,” and Steve Antill, Foundation Software, will present “5 Questions You Never Ask a Technology Partner But Need To.” Other presenters previously announced will be Ujval K. Vyas, Ph.D., J.D., Alberti Group, who will present “The Impact of the A/E Fiduciary Duty on Construction,” and Martha-Ann Marley, M.A. Surety, who will present “The Human Side of Construction™.”

Jerry Bailey, NCS, has just been added to the schedule as a workshop presenter. In “Using Preliminary Notices and Mechanic’s Liens to Make Yourself a Payment Priority,” Bailey will explain how you can use mechanic’s lien and bond claim laws to safeguard your company against payment default and get paid quickly. He will discuss the valuable protection provided by the mechanic’s lien process; different securities available for public and private projects; and critical steps to protect your rights. Bailey is currently the executive sales and education services manager for NCS and has been with the company since 1995.



Changes Coming SOON!

***Branden Bell
United Rentals***

Did you know that there are some significant changes coming to standards covering Aerial Lifts? When exactly we still don't know. It's been in the works for some time and is expected to be finalized this year

ANSI A92: A Guide to the Aerial Lift Standards Coming Soon Equipment, training and operation will all be affected. Changes are coming to aerial lifts — now to be called Mobile Elevating Work Platforms (MEWPs) — and the American National Standards Institute (ANSI) standards that dictate their design and usage.

ANSI A92, developed by a standards committee after almost two years of work, addresses the design of new aerial lift equipment as well as the type of training operators, supervisors and maintenance personnel must receive.

New classifications

One big change made in ANSI A92 is the way aerial lifts are classified. All will be referred to as Mobile Elevating Work Platforms (MEWPs), and there will be two classes:

Group A. In these, the center of the work platform remains within the perimeter of the chassis at all times. Examples include scissor lifts and vertical lifts.

Group B. In these, the center of the work platform can be positioned beyond the chassis. Boom lifts fall into Group B.

Each group is further broken down into:

Type 1, which can travel only in the stowed position and must be moved manually

Type 2, which are controlled from the chassis and can be driven elevated

Type 3, which have controls on the work platform and can be driven elevated.

ANSI and CSA are trying to get their standards more global, so they are beginning to use the same terminology that has been used abroad.

Equipment changes

Under ANSI A92, new aerial lifts will be required to have sensors that sound an alarm and prevent the machine from operating when the safe load limit is exceeded. The machinery must also include a tilt sensor that triggers an alarm and prevents movement of the chassis or work platform when a certain level of slope is exceeded.

Chains to close off entrances to the work platform will no longer be permitted; MEWPs will have to have a gate, complete with toe guards.

ANSI A92 will require MEWPs used outdoors to have sensors for wind speed so load capacities can be reduced in windy conditions. MEWPs labeled for indoor use only won't require these sensors.

The required height for the equipment platform railings will be raised to 43.5 inches, up from 39 inches.

To improve stability, MEWPs used on rough terrain will need solid tires or foam-filled tires rather than air-filled tires.

Even though nothing has been officially approved at this point, most manufacturers are already implementing these changes. Most of the new equipment that United Rentals is receiving already has most if not all of the new requirement components.

Safe operation and training

ANSI A92 will set new training requirements.

For example, the people who maintain the MEWPs will have to receive training on the new features, like the tilt and load sensors. Supervisors on the ground who are in charge of the lift crews will also have to receive specific training, which wasn't previously required.

In addition, if you as an operator have somebody who is going up in the boom lift with you, it's now your responsibility to explain to that individual the basics of what they should do if something happens to you — how they can get you both back down. There must also be a dedicated person on site who knows how to operate the equipment from the ground if the occupants in the platform are unable to lower themselves

ANSI A92 also requires a site- and equipment-specific rescue plan. Although that's always been needed, until this revision it has not been spelled out in ANSI. So folks are going to have to be thinking about and creating a documented rescue plan in case an operator is elevated in a 60-foot boom lift and it no longer functions. What do they do? How would they be rescued?

Another new requirement: Operators must familiarize themselves with the operation of each MEWP. In the past, an operator familiar with one type of lift would need to receive instruction from a qualified person on another lift's operation before operating it. Under ANSI A92, operators will be responsible for reading the operator's manual, walking around the equipment and familiarizing themselves with it.

All of these changes will require companies to update their training for anyone who operates, supervises or maintains MEWPs.

Timetable and challenges

The aerial lift industry has been anticipating the release of ANSI A92 since early 2018, but due to requests for clarifications filed during the comment period, there is no firm release date yet. Once the standards are released, companies will have 12 months to comply. Once that year has passed, manufacturers will have to include all of the new required features, but older equipment that doesn't meet the new standards will not need to be retrofitted, and companies can continue to use it.

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