

MARCH 2019

MARCH

March 6-9
ASA SubExcel Convention
Nashville, TN

March 20
Monthly LUNCH Meeting
Syberg's on Dorsett

APRIL

April 6
The ASA MWC
Mad Hatter Awards Gala
The Four Seasons

April 24
Monthly DINNER Meeting
Syberg's on Dorsett

MAY

May 15
Construction Showcase
& BBQ
Queeny Park

JUNE

June 19
Monthly LUNCH Meeting
Contegra Construction

On February 27th ASA hosted a seminar at Enterprise University. The seminar, "What Banks and Surety Companies Look For", was very well attended with 30 attendees. Chris O'Hagan with *JD Kutter*, and Steve Albart with *Enterprise Bank and Trust*, were the speakers, and did a fantastic job! Thank you very much to Enterprise Bank and Trust for the use of Enterprise University.

The ASA Awards Gala is right around the corner on April 6th, 2019. Congratulations to all the nominees! Please make plans to join us at the Four Seasons Hotel. Last year we had 412 attendees, and we are hoping to surpass that number this year. Reserve your tickets at www.asamidwest.com and be sure to pick your sponsorship as well. Reservations and sponsorships are due on March 27th.

Our safety committee is taking it over the top! Please check the NEW website to find monthly tool box talks, which are available for **members only**. The committee is also distributing new hard hat stickers with the new ASA Safety Logo. New this year, the committee re-vamped the safety awards evaluation process by creating a blind judging process, to evaluate all entries within their category. They also have invited OSHA to take part in the judging, as well as be a part of their monthly meetings. **GREAT JOB SAFETY COMMITTEE** led by co-chairs Rose Kastrup with CSA Advisors and Steve Williams with Bell Electrical.

My good friend, Jim Freeman (past president) wrote in 2010 about the Pareto Principle and I felt it was time, with his permission, to bring it back to your attention. The Pareto Principle is named after the man who first discovered and described the "80/20" phenomenon, Vilfredo Pareto (1848 - 1923), and Italian economist and sociologist. Pareto was fascinated by the social and political statistics and trends, and the mathematical interpretation of socio-economic systems. The Pareto 80/20 Rule can commonly be used ***(and ignored at considerable cost)*** in many aspects of business and business management. The Pareto Principle (at its most simple level) suggest that where two related data sets groups exists, a fairly predictable ratio can be recognized. *Simple examples:*

80% of results come from 20% of efforts;
80% of difficulty in achieving something lies in 20% of the challenge;
80% of revenue come from 20% of customers;
80% of work absence is due to 20% of staff;
80% of sales will come from 20% of sale people;
80% of the profitable projects will be managed by 20% of the managers
And so on and so on...

Which side of the ratio are you on? Which side is your company on?

For a full list of all
ASA Midwest Council events
visit www.asamidwest.com

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 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!

WE NEED YOU!

ASA Midwest Council needs
your Time & Talent!
*Consider Joining a Committee to help
ASA be the Best we Can be!*



Membership

(Chris O'Hagan/Matt Tucker)

Programs

(Chris O'Hagan/Steve Albart)

Golf

(Jennifer Church/ Steve Cummins)

Advocacy

(Tim Thomas)

Awards Gala

(Molly Spowal /Rick Swanson)

Construction Showcase & BBQ

(Amy Heeger/Rick Williams)

GC Expo

(Walter Bazan, Jr. /Tim Thomas)

Safety

(Rose Kastrup/Steve Williams)

Brand Development

(Stephanie Woodcock)

Contract Review

(Dick Stockenberg)

**Contact a committee chair or Susan Winkelmann
to join any of the above committees!**

**Visit the committee page on our new website for
more information on all of ASA Midwest Council
committees available to join!**

MARCH 2019 Monthly LUNCH Meeting

Syberg's on Dorsett
Wednesday, March 20, 2019
11:30 a.m. to 1:00 p.m.

Please make plans to join us for the March Monthly Member **LUNCH** Meeting on Wednesday, March 20, 2019 at 11:30 a.m., **Syberg's on Dorsett**.

Join us for a quick lunch & a very informative program to discuss the topic of **Better Business Mentoring**.

Better Business Mentoring:

- *Transfer your hard-earned business skills to help the next generation of business leaders succeed.**
- *Learn best practices of an effective mentor**
- *Explore how to deal with the tough questions**
- *Mentoring tips to help you develop the next generation of leaders in your company.**

Our featured speaker is Mr. Steve Epner, with the Startup WithIN, LLC

(Steve has over 40 years of consulting experience. He served as the Entrepreneur in Residence at Boeing, founded and manages the St. Louis Innovation Roundtable. Currently, he works with the Gateway Venture Mentoring Service, St. Louis Regional Entrepreneurship Educators, and teaches Corporate Entrepreneurship in the MBA program at Saint Louis University. Steve helps companies discover their own unique answers to the problems they face.)

MEETING AGENDA:

Networking	11:30 a.m. to 11:45 a.m.
Announcements/ Lunch	11:45 a.m. to 12:10 p.m.
Program	12:10 to 12:50 p.m.

Registration includes lunch & program

\$25 ASA Members

\$50 Non ASA Members

**Register online-www.asamidwest.com
by Friday, March 15, 2019**

Attendees not cancelled by 3.15.19. will be charged per ASA cancellation policy. No refund after 3.15.19, but you may always send someone in your place if you can not attend.



**AJ Ford
Marketeter, Inc.**

By all accounts, the St. Louis construction market is booming. Now is the time EVERY contractor should be making the most of their marketing plans. This could be the difference between stagnation and future growth, when the industry tides turn.

5 Marketing Strategies You Can Use to Expand Your Construction Business!

1. Build A Brand

Tell YOUR Story!

Your website gets more credibility by customers as well as the search engines if you present yourself as a brand. To build a brand



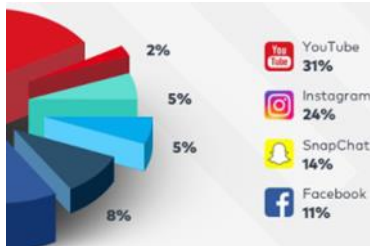
name/identity, talk with a brand development professional. These services will help you build your brand name and do the marketing for your brand. The brand development services you

should look for are with firms which have a wide variety of skillsets including:

- Creating/Updating a Brand Logo**
- Web Design/Development/Keyword Planning**
- Create and Manage Social Media including blog writing**
- Create Interesting Videos**
- Design & Write RFP's**
- Design & Write Awards Applications**
- Car, Truck, Van wrap design**
- Business Card Design**
- Flyers and Signage**
- Brochures and other print collateral**
- Develop a promotional products plan**

2. Invest Time on Social Media Marketing

Just as your office has a sign out front, you need to use social media as a signboard to show your work (including in-progress photos and videos, field employees working safely, etc.), company culture, and much more. When we talk of social media there are numerous social media platforms available. Choose 3-



4 of the social media platforms but keep them updated actively. While sharing the link to your website on your social media page, don't just paste the URL; write some tactical sentences that compels the viewer into clicking the link and going to your website's landing page. Showing every aspect gives the customers a sense of transparency and thus builds trust in you.

3. Take Advantage of Search Engine Optimization

While Google and Facebook Ads may be a good option for some company's they may not be right for most commercial contractors. What if you get the same benefit without paying for your advertisement? Sounds good and it's possible too! What you need to do is just produce relevant content to impress search engines as well as visitors to your site. For this, you first need to understand your customers' needs and preferences. Take help of keyword planner tools to know what the keywords specific to your industry are? Once you know the keyword, your prospective customers use for searching what they need, you need to create engaging contents around the keywords. But be warned don't try to fool the search engine by stuffing keywords in a useless content as it would do more harm than good.

4. Impart Some Knowledge for Free

Customers are always attracted towards any proposal to get something for free and if they like what they get they will easily spend money to keep in contact with the freebie provider. As a construction expert, you can impart some knowledge to your customers for free. Make small YouTube videos for your customers to build their confidence in you.

You can also ask your site visitors to sign up for your newsletter and email them interesting and useful information. It's better to keep passive contact with them by dripping information for them through your newsletters, videos and such. This will increase the probability of them turning to you when they are in the position to take your service.

05. Social Responsibility Can Serve Your Purpose of Profit-Earning

Community Service or Charity may sound repulsive to you when you are looking for ways for business expansion. But it is one of the best ways to come in the sight of your prospective customers in a good way. If you re-build a house destroyed by a tornado or any other natural calamity, people are sure to



notice you as a good person and as a good builder if you show your expertise in a charitably constructive way.

Your brand logo will keep telling everybody about you and your work. Active participation in your community, allows social responsibility to give any company a wide range of exposure; which is the base for any business development.

Marketing your construction company requires a well-thought out marketing plan and a commitment. But, once done well, there is no looking back for your company. Goodluck!



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 February Monthly Meeting

Affton Fabricating & Welding	Duct Systems	J.D. Kutter	Sachs Electric
American Steel Fabrication	Enterprise Bank & Trust	Liberty Mutual Surety	Sandberg Phoenix von Gontard
Archview Metals	Event Productions	Jarrell Mechanical Contractors	Schmersahl Treloar & Co
Aschinger Electric Co.	Fabick	Johnson Controls	Seal the Deal Too
AUTCOhome Appliances	Foreman Fabricators	Knapheide	SFW Partners, LLC
Bangert Computer Systems	Gencorp Services	Lawrence Fabric & Metal	Sikich, LLP
BAZAN Painting Co.	George McDonnell & Sons	Marketeer, Inc.	Sunbelt Rentals
Bell Electrical Contractors	Golterman & Sabo	Meyer Painting Co.	TJ Wies Contracting, Inc.
Bi-State Utilities Co.	Guarantee Electrical Co.	Nu Way	UHY LLP
CNA Surety	Hayden Wrecking	PM Leach Painting Co.	United Rentals
Common Sense Solutions	ideas4promos	PPG Paints	
CSA Advisors	Irwin Products	Precision Analysis, Inc.	

Upcoming ASA Midwest Council Meetings & Events



- March 6-9*** ***ASA SUBEXCEL CONVENTION***
Nashville, TN
- March 20*** ***Monthly Membership LUNCH Meeting***
Syberg's on Dorsett
- April 6*** ***ASA Midwest Council Awards Gala-The Mad Hatter Gala***
The Four Seasons Hotel
- April 24*** ***Monthly Membership DINNER Meeting***
Syberg's on Dorsett
- May 15*** ***Construction Showcase & BBQ***
Queeny Park
- June 19*** ***Monthly Membership LUNCH Meeting***
Contegra Construction

WWW.ASAMIDWEST.COM TO REGISTER FOR ANY OF THE ABOVE EVENTS!
[Event registration now requires member login, contact susan@asamidwest.com with questions!](mailto:susan@asamidwest.com)



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



ASA in Wonderland

2019 Nominees

General Contractor 2019

CATEGORY A

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

CATEGORY B

Interface Construction Corp
KAI Design & Build
Kozeny-Wagner
Musick Construction
Rhodey Construction, Inc.

CATEGORY C

BEX Construction Services
Eagan Building Group
G.S. & S. General Contractors
LANDCO Construction

MEP Subcontractor 2019

CATEGORY A

Corrigan Co.
Guarantee Electrical
Haberberger, Inc.
PayneCrest Electric
RockHill Mechanical Corp
Sachs Electric Co.

CATEGORY B

Aschinger Electric Co.
Boyer Fire Protection
Kaemmerlen Electric
Kaiser Electric, Inc.
OJ Laughlin Plumbing Co.
Pipe and Duct Systems LLC
Parkway Construction Services
R.F. Meeh Co.
Schaeffer Electric Co.

Specialty Subcontractor 2019

CATEGORY A

Collins & Hermann
Fenix Construction Co.
Flooring Systems, Inc.
Golterman & Sabo
John J. Smith Masonry Co.
Niehaus Building Services LLC
T. J. Wies Contracting, Inc
Wies Drywall & Construction

CATEGORY B

AME Constructors
BAZAN Painting Co.
Bloomsdale Excavating Co.
Hoette Concrete
P.M. Leach Painting Co.
Signature Craft

Service Provider/Supplier 2019

Enterprise Bank and Trust
J.D. Kutter
K & K Supply
Montgomery Bank

NuWay
Precision Analysis
Seal the Deal Too



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susan@asamidwest.com
www.asamidwest.com



AMERICAN
SUBCONTRACTOR
ASSOCIATION
MIDWEST COUNCIL
Building Community.

ASA in Wonderland

The Mad Flatter

Awards Gala

Saturday, April 6th 2019

VISIT ASAMIDWEST.COM FOR DETAILS

FOUR SEASONS HOTEL • 999 NORTH SECOND STREET • ST. LOUIS, MISSOURI

ASA Midwest Council Has a New WEBSITE!!

The ASA Midwest Council has a NEW & IMPROVED 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!

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

During the month of February, the focus of the Executive Branch continued to be on infrastructure as Governor Mike Parson indicated in his State of the State Address in January. Legislation was filed in the General Assembly allowing the state to bond in order to provide funding specifically for Parson's proposal that 250 bridges throughout the state be repaired, refurbished, or rebuilt.

Senator Dave Schatz, who is the President Pro-Tem of the Senate, has filed SCR14, which authorizes \$351 million in bonds as the method to pay for the bridge initiative. That measure has cleared the committee process in the Senate and is now set to be debated before the full body. Then, it will have to pass muster in the House of Representatives as well. HCR26 is a similar piece of legislation that has been filed in the House by Representative Becky Ruth who is the chair of the House Transportation Committee.

Some members of the General Assembly have indicated they may not be supportive of the Governor's proposal for various reasons. That has led to Parson walking the halls of the Capitol and meeting individually with any legislator who may have questions or concerns regarding the bridge repair project. It has been unusual, if not entirely non-existent to see a Governor take that step in recent years. Additionally, Parson has traveled the state to view bridges that need repair and has met with local leaders to discuss his plans. If the bonding proposal is approved by lawmakers, the bridge work would begin between the 2020 and 2023 budget years.

Progress is also being made in the General Assembly to close the loophole created by the 2016 Supreme Court decision in the Brentwood Glass case. That decision prevents subcontractors from securing payments on government owned projects used for non-public purposes. SB167, filed by Senator Sandy Crawford, has the necessary language to correct the court's decision and provide financial protection for subcontractors. We have been working with the insurance industry, bond underwriters and others in the construction industry to move the bill forward and are hopeful to have a fix in place by the end of the legislative session.

First round approval has been given in the House of Representatives on a workforce development bill. HB225, sponsored by Representative Kathy Swan, creates a new state financial aid program known as "Fast Track". The program would address workforce needs by encouraging adults to pursue industry recognized credentials in areas designated as high need. The goal is to provide community colleges and tech schools with the means to help equip students for high-demand jobs. Swan told House members "Fast Track is a creative solution that could impact nearly 16,000 eligible students providing training, meeting specific workforce needs, improving the economy, and benefiting Missourians in all regions of our state".

The Senate has given initial approval for the return of the Low-Income Housing Tax Credit program. Former Governor Eric Greitens had shelved the program because in his view, the state got very little return on their investment. In the proposal currently in the General Assembly, the state would give developers a 72.5 percent match of the funding from the federal tax credit program. Previously, the state gave a 100 percent match. Senators who support the program touted the many positive results they've seen in the form of housing for those in need and a boost in economic development with construction projects.

We will continue to keep you updated on happenings in Jefferson City that impact the ASA and the construction industry. Please watch your e-mail inbox for weekly legislative updates. Nikki Strong, Strong Consultants.

ASA Midwest Council Members

Acoustical Ceilings, Inc.
Advanced Environmental Svcs
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
Dynamic Controls, Inc.
ELCO Chevrolet Cadillac
Enterprise Bank & Trust
Equipment Share
Event Productions, Inc.
Fabick CAT
FBM
Fenix Construction Co. of STL
Flooring Systems, Inc.
Foreman Fabricators
Foundation Supportworks by Woods
Freeman Contracting
Frost Supply
Galloway, Johnson, Tompkins,
Burr & Smith
George McDonnell & Sons
Golterman & Sabo
Grant Contracting
Guarantee Electrical
H & G Sales, Inc.
Haberberger, Inc.
Hager Companies
Hanenkamp Electric
Hansen's Tree, Lawn & Landscaping
Hawkins Construction & Flatwork
Hayden Wrecking
Heitkamp Masonry
Hoette Concrete
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
Montgomery Bank
Mueller Prost
Murphy Company
Negwer Door Systems
Niehaus Building Services
NuWay
O.J. Laughlin Plumbing Co.
On Site Companies, Inc.
P & A Drywall Supply
P.M. Leach Painting Co.
Pac-Van, Inc.
Parkway Construction Services
Patterson's Hospitality Agents LLC
PayneCrest Electric
Pearl Street Electric, LLC
Pipe and Duct Systems
PPG Paints
Precision Analysis, Inc.
Professional Installers
Professional Metal Works, LLC
R.F. Meeh Co.
RJP Electric
Raineri Building Materials
Ravensberg, Inc.
Rebar Specialists Installation
Rental Supply, Inc.
Rock Hill Mechanical Corp.
RubinBrown LLP
Sachs Electric Company
Safety International, LLC
Sandberg, Phoenix, von Gontard
Schaeffer Electric Co., Inc.
Schmersahl Treloar & Co.
Seal the Deal 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

The ASA Membership Committee is asking for your help. If you know a subcontractor who could benefit from the resources that ASA brings to its members, let us know. The benefits of ASA membership are many and our committee is very focused on adding quality new members. For Additional information contact one of our Membership Committee Co-Chairs Chris O'Hagan, JD Kutter, at (314) 444-4949 or chris@jdkutter.com. Matt Tucker, Affton Fabricating & Welding, at (618)391-0434 or mtucker@afwc.com

SAFETY

The safety committee meets the fourth Thursday of the month at 4:00pm. The location varies by month. We are growing as a committee, and are always looking for more members. Please consider sending someone from your staff to join our committee. Let's be **Always Safety Aware!** For additional information regarding the ASA Safety Committee, contact one of our Safety Committee Co Chairs-Rose Kastrup with CSA Advisors at (417) 761-4194 or Steve Williams with Bell Electrical at (314) 447-9071.

CONTRACT REVIEW

The committee has recently completed its review of the subcontract of Layneco Construction Services (O'Fallon, MO.) For a copy of the review showing recommended changes contact Susan Winkelmann. If you have questions regarding the contract review service, contact committee chair, Dick Stockenberg, Sandberg Phoenix, von Gontard rstockenberg@sandbergphoenix.com.

PROGRAMS

The ASA Programs Committee is putting the finishing touches on 2019. Our goal is to continue to provide relevant programming to all our members. If you have questions, please contact either of our Programs Committee Co-Chairs: Chris O'Hagan, chris@jdkutter.com or Steve Albart, salbart@enterprisebank.com

SHOWCASE & BBQ

This year's Construction Showcase & BBQ will take place on Wednesday, May 15th at Queeny Park. **The Committee needs your help** in planning and executing this annual event! **If you are interested in joining the committee**, please contact our committee co-chairs, Amy Heeger, AME Constructors at 314 575-1703 amyh@ameconstructors.com **OR** Rick Williams, K & K Supply at 314 825-2390 rickw@kandksupply.com.

Complimentary March 19 ASA Webinar Introduces Subcontractors to Lean Construction

In the complimentary March 19 ASA webinar, “Lean Construction—What Subcontractors Need to Know,” presenter Jim Cavaness, MMC Contractors West, Inc., will examine the Lean Production Method at its core.

Cavaness will discuss its basic ideas, concepts and nomenclature. “Some might find that they are doing many facets of Lean and didn’t even know it,” he said. “Lean is more of a journey and a process than a final destination.”

Cavaness has been in the mechanical construction industry since 1982 and has worked in the residential, multi-family, commercial and industrial markets. He has owned his own mechanical service company and worked as a manufacturer’s representative, construction general contractor, mechanical contracting companies and lead sales and marketing, operations and service. Cavaness is the service general manager of MMC Contractors in Las Vegas, Nev. He has been involved with the Lean Construction Institute since 2010.

This live, 90-minute webinar starts at 12:00 p.m. Eastern Time/9:00 a.m. Pacific Time Visit below link to register:

<https://register.gotowebinar.com/register/6171029195710273537>

ConsensusDocs & ASA

The ASA-endorsed ConsensusDocs family of documents includes contract documents for different project delivery methods, as well as supplemental documents/forms to help subcontractors define and manage the risks and responsibilities of electronic communications, financial disclosure, surety bonding and more.

ConsensusDocs users have 24/7 access to contracts from anywhere via a secure, cloud-based system. The system allows users to electronically review and propose changes to ConsensusDocs documents and makes it easy for users to electronically collaborate on document changes with other people in their company and electronically negotiate contract changes with clients.

ASA members can use the promotional code **ASA100** for to receive a 20 percent discount.

For more information, visit www.consensusdocs.org or call (866) 925-DOCS (3627).



OSHA UPDATE

Democrats in the U.S. House of Representatives have introduced a disapproval resolution against a new regulation rolling back portions of the U.S. Occupational Safety and Health Administration's electronic record-keeping rule and to provide additional protections for whistleblowers.

H.J. Res. 44, introduced by Rep. Andy Levin, D-Mich., on Friday, would disapprove of the final OSHA rule called Tracking of Workplace Injuries and Illnesses published by the agency on Jan. 25, meaning the rule would not take effect if the resolution was jointly adopted by both houses of Congress.

The Congressional Review Act gives Congress 60 legislative days to disapprove of any regulation. This statute has been previously utilized to disapprove OSHA regulations, including the 2017 resolution of disapproval that targeted the agency's rule that aimed to clarify that employers have a continuing obligation to make and maintain an accurate record of each recordable injury and illness for five years. But such an action requires a simple majority vote in both houses of Congress, and Republicans maintain a majority in the U.S. Senate.

Meanwhile, Rep. Joe Courtney, D-Conn., introduced H.R. 1974 on Thursday to amend the Occupational Safety and Health Act of 1970 to expand coverage under the statute, increase protections for whistleblowers, increase penalties for high-gravity violations, adjust penalties for inflation and provide rights for victims or their family members, according to a bill summary.

IMPORTANT SAFETY RECALL

DEWALT MODEL DWD110 AND DWD112 SAFETY RECALL NOTICE

DEWALT Model DWD110 and DWD112 3/8-inch VSR Drills
DEWALT has identified a potential safety issue with the internal wiring of some of the following drills which may create a shock hazard.

The following materials are affected:

DEWALT Model DWD110 and DWD112 3/8-inch VSR drills. Only date codes 2017-37-FY through 2018-22-FY, inclusive, are affected. If the drill is marked with an "X" after the date code it has already been inspected and is not affected. (The date code format is: YYYY WW-FY-_. YYYY = Year of Manufacture (i.e. 2017), WW = Week of Manufacture. Example: 2017 18-FY-_ = 18th week of 2017.)



Training Requirements for Workplace Safety

Under the Occupational Safety and Health Act of 1970, employers are responsible for providing a safe and healthful workplace. No person should ever have to be injured, become ill, or die for a paycheck.

OSHA's mission is to ensure the protection of workers and prevent work related injuries, illnesses, and deaths by setting and enforcing standards, and by providing training, outreach, education and assistance. Many OSHA standards, which have prevented countless workplace tragedies, include explicit safety and health training requirements to ensure that workers have the required skills and knowledge to safely do their work.

These requirements reflect OSHA's belief that training is an essential part of every employer's safety and health program for protecting workers from injuries and illnesses. Researchers conclude that those who are new on the job have a higher rate of injuries and illnesses than more experienced workers. To assist employers, safety and health professionals, training directors and others with a need to know, OSHA's training related requirements have been excerpted and collected in this updated booklet.

Requirements for posting information, warning signs, labels, and the like are excluded, as are most references to the qualifications of people assigned to test workplace conditions or equipment. Training in the safe way for workers to do their jobs well is an investment that will pay back repeatedly in fewer injuries and illnesses, better morale, lower insurance premiums and more. It is a good idea to keep a record of all safety and health training. Documentation can also supply an answer to one of the first questions an incident investigator will ask: "Did the employee receive adequate training to do the job?"
<https://www.osha.gov/Publications/osha2254.pdf>

INTERESTED IN SPONSORING AN UPCOMING MEETING?
ONLY \$250-CONTACT SUSAN@ASAMIDWEST.COM FOR DETAILS!

PAC-VAN, INC

*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/Matt Tucker)

Programs

(Chris O'Hagan/Steve Albart)

Golf *(Jennifer Church/Steve Cummins)*

Advocacy *(Tim Thomas)*

Awards Gala

(Molly Spowal /Rick Swanson)

Construction Showcase & BBQ

(Amy Heeger/Rick Williams)

GC Expo

(Walter Bazan, Jr. /Tim Thomas)

Safety

(Rose Kastrup/Steve Williams)

Brand Development

(Stephanie Woodcock)

Contract Review

(Dick Stockenberg)



WOMEN OF ASA WE NEED YOU!!

**WE ARE FORMING A WOMEN'S PEER GROUP
AND NEED ALL WOMEN OF ASA TO JOIN US!
WATCH YOUR EMAIL FOR
DETAILS COMING SOON!**

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



MIDWEST COUNCIL

Building. Community.

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

