

## OCTOBER 2019

### OCTOBER

**October 16**  
**BPI in a Box**  
*Syberg's on Dorsett*

### NOVEMBER

**November 20**  
**Monthly LUNCH Meeting**  
*Paric Corporation*

### DECEMBER

**December 4**  
**CASINO NIGHT**  
**HOLIDAY PARTY**  
*Syberg's on Dorsett*

### JANUARY

**January 29**  
**Meet the GC's Expo**  
*St. Charles Convention Ctr.*

### FEBRUARY

**February 19**  
**Monthly DINNER Meeting**  
*Syberg's on Dorsett*

### MARCH

**March 4-7**  
**SubExcel Convention**  
*Las Vegas*

**March 28**  
**ASA MWC Awards Gala**  
*The Four Seasons Hotel STL*

For a full list of all  
ASA Midwest Council events  
visit [www.asamidwest.com](http://www.asamidwest.com)

Fall is well underway and with fall comes the usual project scramble to get site work done and buildings in the dry for winter. What's not usual this year is the weather, specifically the amount of rainfall throughout the year thus far. It has delayed many projects at least somewhat, and in some cases made the usual scramble into a mad dash. With a mad dash comes lofty demands, and high tensions. While it can be the most stressful time of the year, it can also be the most rewarding. Don't forget to slow down, take a break and enjoy the fall weather with those you care about most.

October 16th at Syberg's on Dorsett we will hold a BPI (Business Practice Interchange) in a box @ 11:30 am. These BPI lunches are in practice the same as the BPI held within a dinner membership meeting. They do provide a little different experience and forum than a dinner membership meeting, due to the length of time allowed and usually a little different crowd of attendees. BPI is one of the most valuable parts of your ASA membership, for Subcontractor / Supplier members only. If you haven't been to one, you should make it a point to attend on October 16th.

The annual Board of Directors Strategic Planning Fall Retreat takes place the weekend of October 18th. The board along with committee chairs and past presidents use this opportunity to review what is and what is not working and make larger plans for the future of the organization. This gives an opportunity to present new ideas as well, so should any member have an idea that might benefit the organization, mention it to either myself or your friend the committee chair, board member, or past president.

December 4th we will hold the annual Casino Night. A fan favorite, great night of fun and networking, and a great way to kick off the holiday season with your ASA friends! Casino Night takes the place of our usual monthly meeting in December. (See details in this newsletter).

Save the date and make plans to attend the Meet the GC's Expo on January 29th, 2020. Remember as an ASA member you get early access for the first 1.5 hours, which is "Member Only" time with the GC exhibitors. Watch your email for details coming soon! I look forward to seeing you at an ASA meeting or event very soon!

Tom Henson,  
Affton Fabricating & Welding Co., Inc.  
President, ASA Midwest Council  
[thenson@afwc.com](mailto:thenson@afwc.com)

## Paric Corporation

77 W Port Plaza Dr  
St. Louis, MO 63146

### **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](mailto:susan@asamidwest.com)**

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

**ASA'S 14th ANNUAL  
CASINO NIGHT**  
*Members Only Holiday Party*

Wednesday, December 4th 2019  
Syberg's on Dorsett  
6:30 p.m. to 10:00 p.m.

Don't miss the 14th 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**, Heavy Appetizers, Gaming,  
& a Chance to Win Great Prizes!

Register at [www.asamidwest.com](http://www.asamidwest.com)  
by November 29th!

*(no shows not canceled by 11.29.19.  
will be charged per ASA cancellation  
policy. No refund, but you may always send  
someone in your place!)*

\*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 most  
needy families\*

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

[www.asamidwest.com](http://www.asamidwest.com) to register  
by 11.30.19.

**YOU MUST USE YOUR  
ASA MEMBER LOGIN AS THIS IS  
A MEMBER ONLY EVENT!**

**NOVEMBER 2019  
Monthly LUNCH Meeting**

**Paric Corporation**  
Wednesday, November 20, 2019  
**11:30 a.m. to 1:00 p.m.**

Mark your calendar, and make plans to join us  
for the November Monthly Member LUNCH Meeting.

**Wednesday, November 20, 2019 at 11:30 a.m.**  
**Paric Corporation-Limited to 50 Attendees!**

Our meeting will be hosted by General Contractor  
Paric Corporation. Grab a quick lunch, and meet  
with representatives of Paric, and learn about  
upcoming projects, and their company overview.



**PARIC**  
EXPERIENCE. EXCELLENCE.

**PARIC CORPORATION**

77 W Port Plaza Dr  
St. Louis, MO 63146

**MEETING AGENDA:**

Networking	11:30 to 11:45 a.m.
Lunch & Announcements	11:45 to 12:15 p.m.
Program-Paric Overview	12:15-1:00 p.m.

*Registration includes lunch & program.*

**\$25 ASA Members-LIMITED TO 50 ATTENDEES**

**Register online-[www.asamidwest.com](http://www.asamidwest.com)  
by Friday, November 15, 2019**

*(Attendees not cancelled by 11.15.19. will be  
charged per ASA cancellation policy. No refund after  
11.15.19, but you may always send someone in your place  
if you are unable to attend.)*

## 2019 and Beyond? An Update.

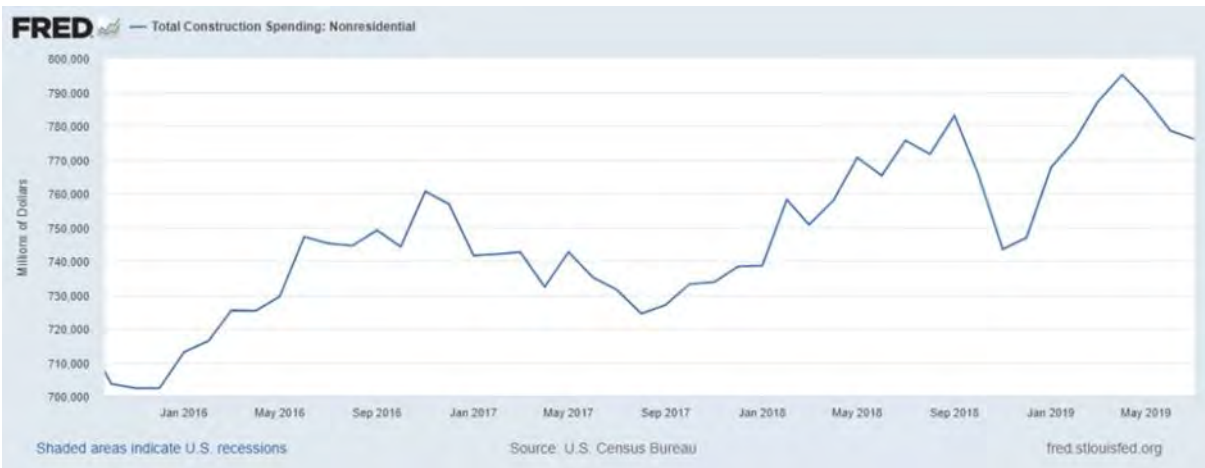
*Mark O'Donnell*  
*Schmersahl Treloar & Co.*



Last year I wrote about how the industry experts expected the construction sector to perform in the near future. I closed with “Considering all of this data, the experts are looking for continued but slower growth for 2019 for the construction industry as a whole.” Now looking back, the continued growth did in fact happen, but with a rather significant hiccup. The nonresidential construction graph of construction put in place (below) reflects an early peak in the September 2018 construction followed by a sharp decline to an interim bottom in the November data, with another peak in April 2019 and fading amounts since. Yet once again, in spite of both old issues and new challenges, for the most part 2019 has been another good year.

An economist we respect expects general economic growth to slow the balance of this year to a low point in the first half of 2020 and a return to a growth phase for the second half of 2020 and 2021. It is important to recognize that for the most part nonresidential construction lags other segments of the economy on both downturns and recoveries. Your particular company may lag more, or less than nonresidential construction as a whole depending on your role in the building process.

At this point, it is reasonable to plan for lower revenue and lower margins in the near term. Consider focusing on your most profitable customers and market segments until the market picks up again next year.



### So what about the rest of 2019 and 2020?

The most current American Institute of Architects Consensus Forecast projects (nationally) indicate nonresidential growth of 4.0% for 2019 and 2.0% for 2020, well below recent years but still growth.

The recent actions from our government, including but not limited to tariffs, and seemingly an unpredictable federal reserve have added some uncertainty to the economy.

Also note as revenue decreases cash flow from operations will be positive, potentially very positive. That cash flow will provide the opportunity to reduce debt and strengthen your balance sheet, ready for the next upturn in growth. Slower periods are also a good time to clean up some procedures and since there should be some pull back on labor shortages, it is also a good time to be aggressive recruiting some of the talent becoming available.

USI is one of the largest insurance brokerage and consulting firms in the world, delivering property and casualty, employee benefits, personal risk, program and retirement solutions to large risk management clients, middle market companies, smaller firms and individuals. Headquartered in Valhalla, New York, USI connects over 7,000 industry-leading professionals from approximately 200 offices to serve clients' local, national and international needs. USI has become a premier insurance brokerage and consulting firm by leveraging the [USI ONE Advantage®](#), an interactive platform that integrates proprietary and innovative client solutions, networked local resources and expertise, and enterprise-wide collaboration to deliver customized results with positive, bottom line impact. USI attracts [best-in-class industry talent](#) with a long history of deep and continuing investment in our [local communities](#). For more information, visit [usi.com](#).



**USI products and services include:**

- √ **Commercial Property & Casualty:** including workers' compensation, property coverage, general liability, auto liability, umbrella/excess, management professional services (MPS), cyber risk, environmental, product liability, international, claims and risk control, and more.
- √ **Construction Insurance & Surety Services** USI's Construction team provides a full slate of industry leading solutions for contractors, property owners, investors and construction professionals. From property and casualty insurance to surety services, our expertise and relationships get you the right solutions at a competitive cost.
- √ **Employee Benefits:** including underwriting and analytics, HR services, population health management, compliance/healthcare reform, healthcare cost management, pharmacy benefit consulting, ancillary benefit consulting.
- √ **Personal Risk:** including property, homeowners, farm and ranch, automobile, umbrella, recreational, workers' compensation for household staff, directors & officers/executive risk, and such specialized products as family office group excess, kidnap and ransom, identity theft and private collections.
- √ **Retirement Consulting:** including defined benefit, defined contribution, investment advisory, health and welfare administration, regulatory and compliance, employee communications and church plan solutions.
- √ **Affinity Programs:** providing a single source of comprehensive insurance and financial services products, member service and advocacy, persona-based strategic marketing, risk management and financial wellness tools for associations, affinity groups and select industries.

# THANK YOU

to the **MEMBER COMPANIES** that attended the **SEPTEMBER Monthly Meeting**

Affton Fabricating & Welding	CarsonAllaria Wealth Mgmt.	Nu Way	Sandberg Phoenix
American Burglary & Fire	Drilling Service Co.	P & Drywall Supply	SFW Partners, LLC
Aschinger Electric Co.	Enterprise Bank & Trust	Pac Van	Signature Craft
Aspen Waste Systems	Golterman & Sabo	Pipe and Duct Systems	Sikich LLP
Bangert Computer Systems	Grant Masonry	Plumbing & Planning Corp.	TJ Wies Contracting, Inc.
BAZAN Painting Co.	ideas4promos	Precision Analysis, Inc.	UHY Advisors
Bell Electrical	J.D. Kutter	Professional Installers	United Rentals
Bi-State Utilities	Jarrell Mechanical Contractors	Sachs Electric Co.	Vee Jay Cement
Brown Smith Wallace LLP	Luby Equipment Services		

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



- |                    |  |
|--------------------|--|
| <b>October 16</b>  | <b><i>BPI in a Box Luncheon-Sub and Supplier members only!</i></b><br><i>Syberg's on Dorsett</i> |
| <b>November 20</b> | <b><i>Monthly Membership LUNCH Meeting</i></b><br><i>Paric 's HQ</i>                             |
| <b>December 4</b>  | <b><i>Casino Night-Member Holiday Party</i></b><br><i>Syberg's on Dorsett</i>                    |
| <b>January 29</b>  | <b><i>Meet the GC's Expo</i></b><br><i>St. Charles Convention Center</i>                         |
| <b>February 19</b> | <b><i>Monthly Membership DINNER Meeting</i></b><br><i>Syberg's on Dorsett</i>                    |
| <b>March 4-7</b>   | <b><i>ASA SubExcel Convention</i></b><br><i>Las Vegas</i>  |
| <b>March 28</b>    | <b><i>ASA Midwest Council's Awards Gala</i></b><br><i>The Four Season Hotel</i>                  |

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

*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 29, 2020**

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 22nd deadline | Members \$80 | Non-Members \$110**

Visit [www.asamidwest.com](http://www.asamidwest.com) to register by January 22, 2020

For More Information contact [susan@asamidwest.com](mailto:susan@asamidwest.com) or 314.845.0855



## REGISTRATION COMING SOON!

**[www.asamidwest.com](http://www.asamidwest.com)**

The American Subcontractors Association Midwest Council  
would like to remind everyone in your office that  
October is breast cancer awareness month.  
**Please get your mammogram or tell someone to get hers today!**



The purpose of our women's only peer group is to become a valuable resource for women in the construction industry and related fields.

***She's Built For This***

visit our website [www.asamidwest.com](http://www.asamidwest.com)



***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](mailto:chris@jdkutter.com)***



It was a hectic pace in the Capitol building during the month of September as lawmakers returned to Jefferson City for the annual veto session held on September 11. The constitutionally mandated veto session is an opportunity for members of the General Assembly to override any vetoes issued by the Governor on bills from the previous legislative session. Making the veto session even more interesting was the call for a special session to run concurrent with the veto session.

Of the six bills vetoed by Governor Mike Parson, only one was brought up for a possible override motion. Representative Deb Lavender put forth a motion to override HB399, a health care related bill, which she believes would help provide needed services in rural areas of the state where eight hospitals have closed recently as they struggled financially. Representative Chuck Basye, the original sponsor of the bill, spoke in opposition of an override attempt, and Lavender's motion eventually failed on a vote of 105-37.

There were no override attempts made in the Missouri Senate, but two lawmakers took the opportunity to engage in a lengthy discussion on the Senate floor regarding gun violence. During their exchange, Senator Kiki Curls of Kansas City and Senator Jamilah Nasheed of St. Louis called on Senate leadership to establish an interim committee to find reasons for and solutions to the increasing gun violence and murder rate in the Missouri's two largest cities.

In addition to the veto session, the General Assembly convened in a special session called by Governor Parson to address a recent Supreme Court ruling on sales taxes for vehicle purchases. The court had said that if a person trades in more than one vehicle when purchasing a different vehicle, the sales tax offset is only available on one of the trade-ins. House and Senate members crafted legislation to allow multiple vehicle trade-ins to be calculated when determining a purchaser's sales tax liability. The measure easily passed both chambers and the special session ended as planned on Friday, September 13.

House Republicans held caucus meetings during their return to Jefferson City the week of September 9. During the caucus meeting, they selected Rob Vescovo as Speaker-elect for the 2021 legislative session. Vescovo is from Arnold and represents the 112<sup>th</sup> district comprised of parts of Jefferson County. He currently serves as majority floor leader and will continue that role through the end of 2020. Vescovo was first elected in 2014, and successfully ran for reelection in 2016 and 2018.

Earlier in September, MoDOT issued a press release regarding Governor Mike Parson's Focus on Bridges program. The release stated that construction contracts have been awarded to replace or rehabilitate 14 of the state's bridges that are in need of repair. Most projects on the list include bridges in the Northeast and Northwest MoDOT districts. Parson's program provides \$50 million in state general revenue for repair or replacement of 45 bridges in the state. MoDOT says all 45 bridges will be under contract by the end of 2019 and completed in 2020. This is in addition to the \$301 million bonding program approved by the General Assembly during the last session which is slated for the repair or replacement of an additional 215 bridges across the state.

We will continue to keep you updated on issues and happenings in Jefferson City that impact ASA and the construction industry. Nikki Strong, Strong Consulting Group.

# ASA Midwest Council Members

24/7 OnSite Cameras  
Acoustical Ceilings, Inc.  
Acropolis Technology Group  
Advanced Environmental Svcs  
Affton Fabricating & Welding  
Ahern Fire Protection  
AME Constructors  
American Burglary & Fire, Inc.  
American Steel Fabrication, Inc.  
Anders CPAs + Advisors  
Aqueduct Plumbing LLC  
Architectural Sheet Metal Systems  
Archview Metal Systems Co.  
Aschinger Electric  
Aspen Waste Systems  
Autco Appliances  
Auto Trim Restyling  
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.  
BluSky Restoration  
Boyer Fire Protection  
Brown Smith Wallace LLP  
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  
CarsonAllaria Wealth Management  
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  
Grasser Electric  
Guarantee Electrical  
H & G Sales, Inc.  
HM Risk  
Haberberger, Inc.  
Hager Companies  
Hanenkamp Electric  
Hansen's Tree, Lawn & Landscaping  
Hawkins Construction & Flatwork  
Hayden Wrecking  
Heitkamp Masonry  
Hoette Concrete  
Ideas4Promos  
Imperial Metal Company  
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  
Pirtek Overland  
Pipe and Duct Systems  
Plumbing Planning Corporation  
PPG Paints  
Precision Analysis, Inc.  
Professional Installers  
Professional Metal Works, LLC  
R.F. Meeh Co.  
RJP Electric  
Raineri Building Materials  
Ravensberg, Inc.  
Rental Supply, Inc.  
Rock Hill Mechanical Corp.  
RubinBrown LLP  
Sachs Electric Company  
Safety International, LLC  
Sandberg Phoenix  
Schaeffer Electric Co., Inc.  
Schmersahl Treloar & Co.  
Seal the Deal Too  
Seiler Instruments  
SFW Partners, LLC  
The Sherwin-Williams Co.  
Show Me Industrial Services, Inc.  
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  
USI Insurance Services  
United Rentals  
Vee-Jay Cement Contracting  
Wies Drywall and Construction  
Worksafe Technologies

*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](mailto: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 on of our Membership Committee Co-Chairs Chris O'Hagan, JD Kutter, at (314) 444-4949 or [chris@jdkutter.com](mailto:chris@jdkutter.com). Matt Tucker, Affton Fabricating & Welding, at (618)391-0434 or [mtucker@afwc.com](mailto:mtucker@afwc.com)

## **SAFETY**

**DID YOU KNOW??** The ASA MWC Safety Committee provides weekly tool box talks every month, that are FREE for members to download! Just visit the [Safety Page](#) on the ASA website, which is in the MEMBER ONLY area of the website. Lets be **Always Safety Aware!** For additional information regarding the ASA Safety Committee, or to join the committee, contact 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 reviewed an extensive number of contracts, and maintains a library for the use of our ASA members. There is a list of these contracts in the member only area of the ASA Midwest Council website. Use your login info to access the list, then request a copy of any of these contracts from Susan Winkelmann [susan@asamidwest.com](mailto:susan@asamidwest.com)

If you have questions regarding the contract review service, contact committee chair, Dick Stockenberg, Sandberg Phoenix, von Gontard [rstockenberg@sandbergphoenix.com](mailto:rstockenberg@sandbergphoenix.com).

## **PROGRAMS**

Our goal is to continue to provide relevant programming to all our members. If you have suggestions for future ASA program topics, please contact either of our Programs Committee Co-Chairs: Chris O'Hagan, [chris@jdkutter.com](mailto:chris@jdkutter.com) or Steve Albart, [salbart@enterprisebank.com](mailto:salbart@enterprisebank.com)



## Apply Today for ASA Awards

Applications are now being accepted for many of the awards offered by ASA. Visit <https://www.asaonline.com/awards/> to apply.

The ASA Certificate of Excellence in Ethics recognizes subcontractors for their commitment to ASA values, such quality construction and a safe and healthy work environment. Each applicant is required to respond to questions concerning the firm's corporate ethics policies and procedures, its construction practices, and its general business practices. Each applicant also is required to submit detailed documentation, including sealed letters of recommendation from a customer, a competitor, and a supplier.

The ASA National Construction Best Practices Awards recognize prime contractors that exemplify the values of subcontractors, treat subcontractors fairly through use of level-playing-field contract terms, and consider subcontractors part of their core project teams. The program's rigorous criteria include the use of a standard subcontract whose provisions substantially reflect the best practices incorporated into the ASA-endorsed ConsensusDocs 750 Standard Agreement Between Constructor and Subcontractor, as well as highly favorable evaluations from three specialty trade contractors, based on 20 project management factors.

All award winners will be recognized during the 2020 SUBExcel conference on March 4-7, 2020, in Las Vegas, Nevada. We highly encourage all ASA members to get involved in are awards program. These valuable recognition opportunities are only available to ASA members.

• • • • • American Subcontractors Association, Inc. • • • • •

**SAVE THE DATE**  
**MARCH 4-7**

**2020 SUBExcel**  
ASA - We Build Excellence







## Look out Below

### *Trench safety and fall protection*

By Wes Wheeler

OSHA has recently initiated Trench Safety and Fall Protection emphasis programs. These enforcement strategies are designed and implemented at the regional and area levels. With the increase in excavation and fall incidents around the country, let's review a few important requirements. Answers are on page 103. To take the quiz electronically, visit [ecmag.com](http://ecmag.com)

1. Any trench that is more than \_\_\_\_\_ feet in depth requires a protective system to be in place for the protection of employees working within the trench.
  - ☐ A. 4
  - ☐ B. 5
  - ☐ C. 6
  - ☐ D. 10
2. Material excavated from a trench or excavation must be kept a minimum of \_\_\_\_\_ feet from the edge of the trench to prevent collapse.
  - ☐ A. 2
  - ☐ B. 3
  - ☐ C. 4
  - ☐ D. 6
3. Shielding and shoring are accepted protective systems for use in trenches. Another method used in trenches is \_\_\_\_\_.
  - ☐ A. Boring
  - ☐ B. Sloping
  - ☐ C. Mining
  - ☐ D. Water jet systems
4. Type "B" soil requires that the excavated walls be benched at a minimum ratio of \_\_\_\_\_ horizontal distance to \_\_\_\_\_ vertical rise.
  - ☐ A.  $\frac{3}{4}$ , 1
  - ☐ B. 1, 1
  - ☐ C.  $1\frac{1}{2}$ , 1
  - ☐ D. 2, 1
5. Any water present in the bottom of a trench/excavation or is weeping from the side walls automatically requires the soil to be classified as Type \_\_\_\_\_.
  - ☐ A. A
  - ☐ B. B
  - ☐ C. C
  - ☐ D. Stable rock
6. Walkways must be provided where employees or equipment are required or permitted to cross over excavations. Guardrails shall be provided where walkways are \_\_\_\_\_ feet or more above lower levels.
  - ☐ A. 2
  - ☐ B. 4
  - ☐ C. 6
  - ☐ D. 8
7. An employee shall be protected from falling by a guardrail system, safety net system or personal fall-arrest system if they are working on, at or above a surface with a wall opening that is less than \_\_\_\_\_ inches above the surface.
  - ☐ A. 39
  - ☐ B. 42
  - ☐ C. 48
  - ☐ D. 60
8. Self-retracting lifelines that limit free-fall distance to \_\_\_\_\_ feet or less shall be capable of sustaining a minimum tensile load of 3,000 lbs. applied to the device in the fully extended position.
  - ☐ A. 1
  - ☐ B. 2
  - ☐ C. 3
  - ☐ D. 4
9. Anchorages used for personal fall-arrest equipment shall be capable of supporting at least \_\_\_\_\_ lbs. per employee attached.
  - ☐ A. 2,000
  - ☐ B. 3,000
  - ☐ C. 4,000
  - ☐ D. 5,000
10. The maximum arresting force for a personal fall-arrest system that can be applied to an employee using a full-body harness is \_\_\_\_\_ lbs. when stopping a fall.
  - ☐ A. 900
  - ☐ B. 1,800
  - ☐ C. 2,700
  - ☐ D. 3,600

PHOTO COURTESY OF JACOBSON & ASSOCIATES

INTERESTED IN SPONSORING AN UPCOMING MEETING?  
ONLY \$250-CONTACT [SUSAN@ASAMIDWEST.COM](mailto:susan@asamidwest.com) FOR DETAILS!

## ***Pirtek Overland Show Me Industrial Services, 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](mailto:susan@asamidwest.com)*

### **Join a committee today.**

#### **Membership**

*(Chris O'Hagan/Matt Tucker)*

#### **Education/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)*

#### **Affinity Programs**

*(Dianne Gibbs/Marty Hooper)*

### **ASA Meeting Sponsorship**

**Highlight** your company at an  
ASA Monthly Meeting

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

#### **What do you get for \$250?**

*Full Color Sponsor Flyer  
Slide in Meeting Presentation.*

*Microphone time to present company  
overview to meeting attendees!*

*Announcement at Meeting.  
Recognition in Newsletter.*

Contact Susan Winkelmann  
[susan@asamidwest.com](mailto:susan@asamidwest.com)

# Sponsorship Rates

Sponsorship opportunities are available in the ASA newsletter. Rates are very reasonable but are limited. Below are the rates. If interested, please call Susan at 314 845-0855.

- Website Rotating \$420/Year
- Website Static \$1,000/Year
- 1/4 Page Monthly \$300/Year
- 1/4 Page Quarterly \$125/Year
- 1/2 Page Monthly \$500/Year
- 1/2 Page Quarterly \$225/Year
- Business Card Monthly \$125/Year
- Business Card Quarterly \$70/Year
- Whole Page 1X \$300 Per Issue
- Whole Page Quarterly \$900/Year



***FOLLOW ASA ON OUR SOCIAL MEDIA!  
STAY UP TO DATE ON ALL  
ASA MIDWEST COUNCIL EVENTS AND NEWS!***

