

AUGUST 2021

AUGUST

August 18
Monthly DINNER Meeting
Syberg's on Dorsett

SEPTEMBER

September 15
Monthly LUNCH Meeting
Syberg's on Dorsett

OCTOBER

October 4
ASA Golf Tournament
Whitmoor CC

NOVEMBER

November 17
Monthly LUNCH Meeting
Syberg's on Dorsett

DECEMBER

December 8
Casino Night
Holiday Party
Syberg's on Dorsett

Visit asamidwest.com for a full schedule of all upcoming meetings & events.

August!? Yeah, its already August and most of the unofficial summer is behind us! Even though the Covid break through summer of 2021 will be coming to an end, I think we have a lot to look forward to in the future, but I also think we have a lot of work to do.

Forecast for construction in the St. Louis area seem to all be in the positive for the foreseeable future, but will we continue to struggle with material and manpower? Everywhere you look there are 'Now Hiring' signs, where are all the people? In our industry these aren't just jobs that need filled, these are careers with lots of opportunities for growth and good pay. You would think kids would be lined up to jump into some of these career opportunities, but that doesn't seem to be the case. As subcontractors and service providers we all need to be on top of this, if all of us would just introduce these opportunities to younger generations it would be a service to the entire construction industry. It's easy for us to sit back and say, "the kids don't want to work", I've been guilty of this myself, and I'm willing to bet the generations before us said the same thing about us.

I got into construction because my father and grandfather were carpenters, I really didn't know any better. My entire childhood my dad would constantly tell me "You aren't getting into construction, you're going to do something better", I don't quite understand this now that I'm older, dad seemed successful, and I really like my job! Looking back on it, if my dad would have told me to GET into construction, I probably wouldn't have done it LOL. How many kids hear this same thing from their parents, schools, or peers today?

What do we do? What can we do? I think we inform; I think kids just don't realize the opportunities available to them in the growing construction industry! Let's all do each other a favor and make a cognizant effort for the next few months to inform a few kids about the opportunities in construction.

We have our Membership Dinner August 18th, hope you can make it, I would enjoy hearing how some of you have approached this situation when we catch up in August. The ASA Golf Tournament is on October 4th, don't forget to save the date, should be a good showing as usual!

Chris Sauer, TJ Wies Contracting
President, ASA Midwest Council
csauer@tjwies.com | 314.578.0182

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.

IT IS DUES RENEWAL TIME!
**Membership Dues Renewal invoices were sent
from our national organization in May via email.**

**IF YOU DID NOT RECEIVE YOUR INVOICE
PLEASE CONTACT susan@asamidwest.com**

ASA Midwest Council membership is only \$845 per year or \$72 per month

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

**RENEW YOUR MEMBERSHIP TO RETAIN ACCESS TO ALL THE
MEMBER ONLY BENEFITS OF ASA MEMBERSHIP!**

**Questions or need a copy of your invoice?
susan@asamidwest.com or 314.845.0855**

**AUGUST 2021
Monthly DINNER Meeting**

Syberg's on Dorsett
Wednesday, August 18th
5:30 to 8:00 p.m.

Mark your calendar, and register to join us for the August monthly DINNER meeting on Wednesday, August 18th at 5:30 p.m. at Syberg's on Dorsett.

[Additional Meeting Details Coming Soon | Watch your emails!](#)

BPI Companies | Business Practice Interchange

Aspire Construction Services
Jost Builders
Keystone Construction
McCarthy/Hitt
Ryan Companies
Vanstar Construction

SYBERG'S ON DORSETT
2430 Old Dorsett Road
Maryland Heights, MO

MEETING AGENDA:

Networking & Cocktails	5:30 to 6:30 p.m.
BPI (Business Practice Interchange)	5:45 to 6:15 p.m.
Dinner & Announcements	6:30 to 7:00 p.m.
Program	7:00 to 7:45 p.m.

Registration includes hosted bar & dinner & Program

\$42 ASA Members

\$65 Non ASA Member

Register online-www.asamidwest.com
by Friday, August 13th to reserve your spot.

(Attendees not cancelled by 8.13.21. will be charged per ASA cancellation policy. No refund after 8.13.21., but you may always send someone in your place if you are unable to attend the meeting)



2021-22
ASA Midwest Council
Officers & Directors
(Terms July 1, 2021-June 30, 2022)

Officers:

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Chapter Attorney

Richard Stockenberg,
The Stockenberg Law Firm

Executive Director

Susan Winkelmann

BEWARE OF TOP 10+ KILLER SUBCONTRACT CLAUSES

Richard A. Stockenberg
The Stockenberg Law Firm LLC

Most general contractors' proprietary subcontract forms are terribly one-sided containing onerous risk shifting clauses that should be avoided. Below is a somewhat subjective list of 10+ clauses which should be avoided or at least modified:

1. QUALIFY BID. Some RFPs say that by bidding the job, you will be deemed to have accepted the general contractor's subcontract agreement if awarded the job. Such a clause, however, may be rendered ineffective by including appropriate language in your bid saying that your bid is conditioned upon using ConsensusDocs 750 or a mutually agreeable subcontract form.

2. PAY IF PAID. Avoid the dreaded "Pay-if-Paid" clause. This clause attempts to shift the risk of owner non-payment from the general contractor, where it belongs, to the subcontractor. Such clauses can be neutralized by appropriate modification.

3. STOP WORK. You should not be required to continue work if you are not being paid. Avoid clauses saying you must continue working without payment. Ideally, you should include a clause providing a procedure for giving notice to stop work if payments are not made according to the contract terms. Upon resumption of work, you should be entitled to recover costs for demobilization, delay, and remobilization.

4. CHANGE ORDERS. Change order clauses should provide one or more procedures for quantifying payment, e.g., lump sum, unit price, or time and material. You should not be forced to do extra work without there being an agreement on compensation.

5. BACKCHARGES. Backcharges should not be held in a Secret Savings Account until the end of the job. There should be prior notice with time to cure and approved in advance by Sub.

6. LIEN WAIVERS. Lien waiver forms, frequently incorporated into the subcontract agreement, should be worded in such a way that the subcontractor is waiving lien rights for progress payments only "to the extent of the payment received." Many forms require the subcontractor to waive lien rights through a certain date which typically is months after the period covered by the payment. Lien waivers for progress payments should be tied to the amount received, not the date the waiver is signed.

7. MUTUALITY AND INCORPORATION BY REFERENCE. Some incorporation by reference clauses will require the subcontractor to be bound to the general contractor in the same way that the general contractor is bound to the owner. This clause should be made mutual by including a provision giving the subcontractor the same rights, remedies, and redress against the general contractor as the general contractor has against the owner.

The
STOCKENBERG
Law Firm LLC

8. DELAY DAMAGES. No damage for delay clauses should be modified so that if you are wrongfully delayed, your remedy is to recover monetary losses, not simply be allowed a time extension. Hold out for money and time, not just time.

9. INDEMNIFICATION. Broad form indemnification clauses should not require you to indemnify a general contractor (or anyone else) for their own mistakes. The duty to indemnify, defend or insure should be limited to indemnifying, defending and insuring another person for damages that the other person sustains as a result of your negligence, not their own.

10. DISPUTE RESOLUTION. Dispute resolution clauses should be mutual and should not allow the general contractor to determine at a later date whether disputes will be resolved by arbitration or litigation. Also, watch out for clauses requiring you to litigate/arbitrate on the home turf of an out-of-town general contractor. Avoid clauses requiring arbitration to be administered by the American Arbitration Association – they are far too expensive, inefficient and sometimes arbitrary. There is nothing wrong with their arbitrators, just their administration.

10+ OVER WITHHOLDING. Beware of waivers or releases requiring you to waive your right to collect amounts in dispute in order to collect undisputed amounts.

10+ CROSS CONTRACTUAL SETOFF. The general contractor should not be allowed to withhold money from what is owed to you for job "A" because the general contractor claims you owe the general contractor money on job "B." Each job should stand on its own.

10+ IMPACT COSTS. Beware of language in change order forms where you waive cumulative impact costs and the right to a time extension in exchange for payment of a single change order.

10+ LABOR. Avoid clauses where you agree to be the guarantor of labor peace.

10+ PRICE ESCALATION. In today's market, protect yourself against escalating material price increases.

10+ FORCE MAJEURE. Plan for the next pandemic or other unexpected shut down by allowing for extra time and money in such cases that are unforeseeable and beyond your control.

One of the best practices to reduce onerous contractual risk shifting clauses is to use a specially prepared subcontractor friendly addendum. It is available through ASA.

Please join us for the 34th Annual

ASA Midwest Council Golf Tournament



October 4, 2021 | Whitmoor Country Club | 11:30 am. Tee Time

Reservations Required • Sponsorships Available



All-Inclusive Registration:

GOLFER GIFT • LUNCH • COURSE GAMES • COURSE BEVERAGES • DINNER • COCKTAIL HOUR

SAVE THE DATE

Building.
Community.

REGISTRATION & SPONSORSHIP INFORMATION AVAILABLE!

VISIT www.asamidwest.com to register golfers & pick your sponsorship!

Upcoming ASA Midwest Council Meetings & Events



<i>August 18</i>	<i>ASA Monthly DINNER Member Meeting</i> <i>Syberg's on Dorsett</i>
<i>September 15</i>	<i>ASA Monthly LUNCH Member Meeting</i> <i>Syberg's on Dorsett</i>
<i>October 4</i>	<i>ASA's 34th Annual Golf Tournament</i> <i>Whitmoor Country Club</i>
<i>November 17</i>	<i>ASA Monthly LUNCH Member Meeting</i> <i>Syberg's on Dorsett</i>
<i>December 8</i>	<i>ASA Member Holiday Party Casino Night</i> <i>Syberg's on Dorsett</i>
<i>February 2</i>	<i>ASA Meet the GC's Expo</i> <i>St. Charles Convention Center</i>

VISIT WWW.ASAMIDWEST.COM TO REGISTER FOR ANY OF THE ABOVE EVENTS!

Event registration requires member login, contact susan@asamidwest.com with questions!

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



*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 and support deserving students advance their educational goals!

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

THANK YOU

THANK YOU to the MEMBER COMPANIES that attended our July 2021 monthly meeting!

Acropolis Technology Group
American Steel Fabrication,
Aschinger Electric
Bazan Painting Co.
Bi-State Fire Protection
Brown Smith Wallace LLP
CarsonAllaria Wealth Mgmt

CMIT Solutions
Common Sense Solutions
CSA Advisors
Enterprise Bank & Trust
Golterman & Sabo
Grant Contracting
Knapheide Truck Equipment

MC Mechanical
Meyer Painting Co.
Montgomery Bank
Nu Way
Precision Analysis
R. F. Meeh
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Sandberg Phoenix &
von Gontard
Schmersahl Treloar
The Stockenberg Law Firm
SFW Partners LLC
T J Wies Contracting
United Rentals
Vee-Jay Cement Contracting

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 & further ASA's goals!**

**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!***



DID YOU KNOW?

Check out the **Info Hub** on the ASA National Website for extra member benefits included in your membership!

www.asaonline.com, then member login to access the **Info Hub**

A few Areas to visit in the Info Hub Include:

- ✓ **Resources section.** There are hundreds of documents in the Resources section of the **Info Hub** that include critical COVID-19 information, sample contract language, negotiating tips, archived webinars, and so much more.
- ✓ **ASAdvantage.** In the Info Hub, there is a link to our ASAdvantage program. Members should spend time looking through what is available. Includes programs to save money with Office Max, UPS, Lenovo, Verizon Wireless, as well as discounts on software, and many other cost savings discounts.

You must login to the ASA National website to access the **Info Hub, and your login is different than your local ASA Midwest Council login information.**

If you need assistance logging in, please contact: Loni Warholic: lwarholic@asa-hq.com

In last month's update we mentioned the controversy in the Capitol regarding the FRA tax, which is a critical funding source for hospitals, nursing homes, pharmacies, and ambulance services that care for Medicaid patients. The funding was set to expire unless legislators agreed to an extension. We are happy to report that during a special legislative session that concluded on June 30, the General Assembly sent their approval to the Governor for his signature. The passage of the measure ended a showdown between legislators that had lasted since the beginning of the regular legislative session in January. The passage of the renewal of the FRA also averted the Governor from making major budget withholds or vetoes he had threatened prior to the start of the special session. Upon the passage of the renewal, with just hours remaining in the fiscal year, Parson promptly signed the measure. Senators and Representatives agreed to a three-year extension of the tax, meaning that the controversial topic will be put to rest for the next couple years.

Also making news regarding Medicaid dollars is the continuing battle over Medicaid expansion in the state. As you will recall, Missouri voters approved expansion of the health care program in August 2020, which would cover an additional 270,000 people who are at or below 135 percent of the federal poverty level. However, the Republican controlled legislature opted not to enact the expansion, saying that voters did not approve a funding mechanism for the expansion. The measure quickly landed in Cole County Circuit Court, where judge Jon Beetem issued a ruling in favor of the state's argument, that without a funding mechanism, the state is under no obligation to expand the program. The case then moved to the Missouri Supreme Court, where arguments were heard on July 13. As of the writing of this report, no decision has been handed down from the high court, but we expect that to happen soon.

Governor Mike Parson recently completed signing the remaining bills from the 2021 legislative session, signing the final round of bills on July 14. A full report of the Governor's actions were sent in an emailed report to the membership in mid-July. As a recap, Parson signed numerous bills throughout June and July at events in Jefferson City and around the state. All signed bills will become law on August 28 unless they contained an emergency clause or a specific date for enactment. Of particular interest to ASA is SB262, which we have supported over several legislative sessions. The bill adds much-needed funding for road and bridge projects in the state, by allowing an additional tax of 12.5 cents per gallon on fuel purchases to be phased in over a five-year period. The Governor held several ceremonial signings of the bill across the state in mid-July.

Parson also issued several vetoes of bills recently passed, including SB226, which is a tax related measure which changed the threshold for sales tax filing periods, and allowed for certain property tax and income tax credits. He also vetoed HB661, a transportation related bill that dealt with a vehicle towing committee, a fee increase for obtaining certain records from the Highway Patrol and repealing vehicle emissions testing in certain areas. Legislators will have the opportunity to override any veto issued by the Governor at the constitutionally mandated veto session on September 15.

We anticipate the Capitol will be relatively quiet over the next month and leading up to the September 15 veto session. We will continue to keep you updated on political news in Jefferson City and around the state as it happens.

Nikki Strong, Strong Consulting Group.

ASA Midwest Council Members

24/7 OnSite Cameras
Acoustical Ceilings, Inc.
Acropolis Technology Group
Affton Fabricating & Welding
A.L.L. Masonry Construction Co.
All American Painting Co.
AME Constructors
American Steel Fabrication, Inc.
Anders CPAs + Advisors
Aqueduct Plumbing LLC
Archview Metal Systems Co.
Archview Services
Aschinger Electric
Aspen Waste Systems
Auto Trim Restyling
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
BluSky Restoration
Boyer Fire Protection
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CMIT Solutions
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CSA Advisors LLC
Cardinal Environmental Operations
CarsonAllaria Wealth Management
Cee Kay Supply
Century Fire Sprinklers, Inc.
Common Sense Solutions
Cooperworks Industries
Corrigan Company
Drilling Service Company
Dynamic Controls, Inc.
ELCO Chevrolet Cadillac
Empire Fence & Custom Iron Works
Enterprise Bank & Trust
Equipment Share
Fabick CAT
FastTrac Rentals LLC

Fenix Construction Co. of STL
The Fletcher Company
Flooring Systems, Inc.
Focal Pointe Outdoor Solutions, Inc.
Foreman Fabricators
Foundation Supportworks by Woods
Frost Supply
Galloway, Johnson, Tompkins,
Burr & Smith
George McDonnell & Sons
Golterman & Sabo
Grant Contracting
Grasser Electric
Guarantee Electrical
H & G /Schultz Door Inc.
HM Risk
Haberberger, Inc.
Hager Companies
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Hansen's Tree, Lawn & Landscaping
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J.W. Terrill
John J. Smith Masonry
Johnson Controls
K & K Supply, Inc.
Kaemmerlen Electric
Kaiser Electric
KAM's Mechanical LLC
Kay Bee Electric
Kent Companies
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.
Luby Equipment Services
Marketeer, Inc.

Meyer Painting Co.
MC Mechanical Services
MJ Products
Midwest Elevator
Mold Solutions
Montgomery Bank
Murphy Company
Negwer Door Systems
Niehaus Building Services
NuWay
O.J. Laughlin Plumbing Co.
On Site Companies, Inc.
P & A Drywall Supply
Parkway Construction Services
PayneCrest Electric
Pirtek Overland
Pipe and Duct Systems
Precision Analysis, Inc.
Professional Metal Works, LLC
R.F. Meeh Co.
RJP Electric
Ravensberg, Inc.
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RubinBrown LLP
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Titan Carpentry LLC
T.J. Wies Contracting
Taylor Excavating
TROCO Custom Fabrication
UHY LLP
United Rentals
Vee-Jay Cement Contracting
Wies Drywall and Construction
Woodard Cleaning and Restoration
Worksafe Technologies
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



SAFETY

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.



MEMBERSHIP

Help ASA Midwest Council continue to grow by introducing someone to all the benefits that ASA Midwest Council has to offer to the STL Construction Community. If you know a subcontractor who would 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 our Membership Committee Chairperson, Chris O'Hagan, JD Kutter. (314) 444-4949 or chris@jdkutter.com.

CONTRACT REVIEW

While your committee has reviewed most subcontracts of local GCs, if you have seen a new one that may be of interest to our members, please submit it *in Word form*. The committee will review it for future use by others and offer recommendations for deletions, additions, and/or modifications in order to make it a subcontract that more equitably apportions risks. For a copy of one of the many subcontracts in our library, please contact ASA executive director Susan Winkelmann at susan@asamidwest.com or 314.845.0855

If you have questions regarding the contract review service, contact our Contract Review committee chair, Dick Stockenberg, The Stockenberg Law Firm; richard@stockenberglawfirm.com

PROGRAMS

As we return to in person programming, we are looking for suggestion for upcoming speakers and seminar topics! If you have suggestions for future ASA MWC program topics, please contact our Programs Committee Chair: Chris O'Hagan, chris@jdkutter.com or executive director, Susan Winkelmann; susan@asamidwest.com

SUBExcel 2022

March 9-12, 2022

Hotel Effie Sandestin, Miramar Beach, FL

The premier education and networking event
for subcontractors, specialty trade
contractors, suppliers (and families).

**Come join us for this family
friendly event!**

SUBExcel is the annual national convention of the American Subcontractors Association, a trade association representing construction subcontractors, specialty trade contractors and suppliers. Onward represents that 2022 is going to be a year of moving our families and businesses forward, which is why SUBExcel is being planned as a **family-friendly event held on the beautiful beaches of Miramar Beach, FL**. Mark your calendars and prepare for inspiration, new ideas, quality education, rest, relaxation and a ton of fun for you and your family!

Some of the highlights of the 2022 SUBExcel include:

- Speakers and educational sessions that can change the course of your business.
- Industry suppliers exhibiting their game-changing products & services.
- Luxury hotel accommodations for you and your entire family.
- Special events, including the ASA President's Welcome Reception, the Final Reception & Banquet, and a variety of fun activities!
- THE BEACH BASH!
- Deep dives into the future of the industry, your chapters and the association as a whole in ASA's task force, committee and council meetings.....And much more!

<https://www.asaonline.com/subexcel>



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Seven Tips for How to Choose and Use SRLs



Recognize When and Where to Use Self-Retracting Lifelines

An example of advancing fall prevention and protection is the growing trend of replacing lanyards and rope grabs with self-retracting lifelines (SRLs) as the safety standard. Like those two fall protection methods, SRLs are intended to reduce workplace injuries and fatalities from falls.

SRLs, however, are different in many ways than lanyards and rope grabs. SRLs are fast-acting fall arresters that limit free-fall distance and decelerate distance and fall arrest forces. Some SRL designs even allow the user freedom of movement. In addition to all those safety benefits, when compared with lanyards and rope grabs, SRLs typically last longer, retract on movement, offer faster lock-on and are easier to store.

Know How SRLs Work to Arrest Falls

SRLs offer dependable fall protection and are specifically designed to allow the wearer to have hands-free fall protection. Here's how they work:

A wire rope, or web material automatically extends and retracts from a floor or overhead anchored (stationary unit) while the worker moves about the jobsite. In the event of a sudden fall, the SRL locks on to the anchored unit, arresting the force of the fall. An energy absorption system automatically kicks in to limit the impact of the force on the worker's person.

Consider the Environment & Application

There are numerous situations where fall protection is necessary. It's important to consider where it will be used (the environment) and what the worker will be doing while using it (the application). Environment and application are key to selecting the proper SRL.

For example, if the wearer is working in an environment with corrosive hazards, such as a coastal location or petrochemical site, then risks, such as accelerated corrosion for metal parts or potential degradation for plastics and composites, must be considered. The SRL manufacturer should be able to help with specification options.

Application, too, plays a crucial part in determining the proper SRL for the job. For example, working with solar panels on a rooftop or servicing an aircraft wing obviously requires care in order to prevent the equipment from damaging products and surfaces.

A self-retracting lifeline constructed of synthetic webbing will do a better job of minimizing the risk of such damage. On the other hand, the presence of sharp edges that could sever a synthetic fabric line will require an SRL constructed of materials specific to leading edge applications. Similarly, a construction site may have abrasive concrete dust that will degrade synthetic lines, so it, too, will require a robust solution. Fortunately, there are SRL options for both—and more.

Determine the Type of Anchor

To arrest a fall, an SRL must be anchored to a strong and stable point. Understanding the anchor point is critical to making an appropriate product choice. Things to consider include: type of anchor, location of the anchor, distance between the anchor and the working point, distance of the anchor from the edge/fall hazard and the distance of fall clearance (allowing enough space for a fall to happen in the safest way possible).

A synthetic line or metallic cable is attached to the worker's harness. Here are the two most common types of anchors, along with their key benefits:

Overhead Anchor. This is the standard way to attach an SRL. The SRL attaches to a carabiner or point above the workspace. This approach is traditionally used when there's been an investment in infrastructure. Key Benefit: There's less distance to fall in the event of a slip or trip.

Foot-level Anchor. In this popular approach, the anchor is positioned at foot-or deck-level with the SRL attached to it. It should be noted that with this type of anchor, the SRL will be at a 90-degree angle to the fall should there be a slip or trip. On many jobsites, the edge of the work area, such as a rooftop or other structure, can be sharp. Therefore, it's essential to understand that if a foot-level anchor is used, your SRL may need to be rated for leading edge work. Key Benefit: This type of anchor is easy to use because there's no need to lift anything overhead.

Consider How to Maximize Both Safety & Value

SRLs are also inherently versatile and may be used across a wide range of industries, as well as in horizontal, overhead, and leading-edge applications. From vertical access via pylons, turbines, water towers and confined spaces, to loading and maintenance bays, assembly lines, silos, rooftops –and the building and construction industry in general– SRLs help take the guesswork out of equipment selection.

Since fall clearance, which is the minimum vertical distance required between a worker's feet and a lower level, can vary at different points on the working area, it's wise to consider using a self-retracting lifeline over another type of fall protection device. That's because an SRL can accommodate variances while it remains under tension, automatically adjusting the line.

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

No New Members this Month

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

ASA Meeting Sponsorship

Highlight your company at an
ASA Monthly Meeting

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
314 845-0855



<https://www.asaonline.com/subexcel>

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
- 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



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Join a committee today.



Membership

(Chris O'Hagan | Matt Tucker)

Education/Programs

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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)

