

AUGUST 2022

AUGUST

August 17
BPI in a Box Lunch
Syberg's on Dorsett

SEPTEMBER

September 21
Monthly Networking
Event | 4:00 to 6:00 p.m.
Syberg's on Dorsett

OCTOBER

October 3
ASA Golf Tournament
Whitmoor Country Club

NOVEMBER

November 16
Monthly LUNCH Meeting
Syberg's on Dorsett

DECEMBER

December 7
Casino Night
Holiday Party
Syberg's on Dorsett

FEBRUARY

February 1
Meet the GCs Expo
St. Charles Convention Ctr.

For a complete list of all upcoming ASA MWC meetings and events visit our website www.asamidwest.com

Getting Involved

What you put in is what you get out. Attend a couple of meetings, don't talk to anybody, don't attend our showcase events, well then ASA is an ok association. Go to meetings, listen at BPI, talk with people you don't know, attend the showcase events, join a committee....then ASA is a great organization full of knowledgeable people with real world experience that can help you in your business everyday!

There is a committee for everyone!

- To the person who is very techy "The Technology Committee"
- To the person who loves golf "The Golf Committee"
- To the person who likes to make things grow "The Membership Committee"
- To the person who loves to give back "The Tom Owens Memorial Scholarship Committee"
- To the person who loves Legislation "The Legislative / Government Relations Committee"
- To the person who loves safety "The Safety Committee"
- To the person who loves reading contracts "The Contract Review Committee"

You get the picture....you can find the complete committee list on the website along with contact info if you would like to get involved, and join a committee!

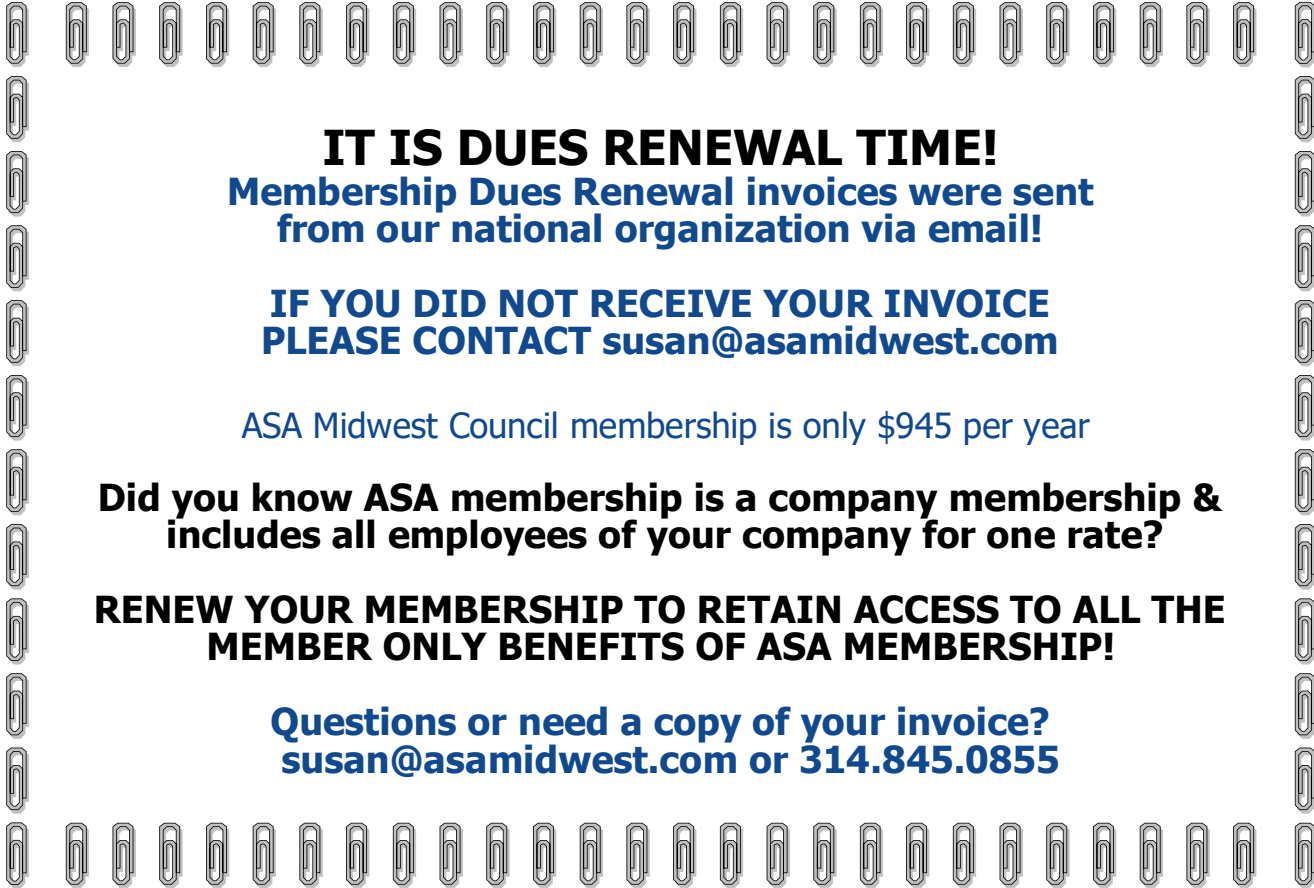
Just a reminder, our upcoming golf tournament is on Monday, October 3rd at Whitmoor Country Club. Register early for your foursome, and pick the perfect sponsorship for your company! It is a must attend event, and a great way to catch up with your contacts, new prospects, and old friends, while enjoying some golf, cocktails, and so much more! Visit asamidwest.com to register before 9.26.22.

Dan Tucker
MC Mechanical Services
President, ASA MWC | 314.707.7595 | dtucker@mcservicestl.com



Syberg's on Dorsett
2430 Old Dorsett Rd.
Maryland Heights, MO

**Directions: Exit HWY 270 at the Dorsett
Exit. Go east on Dorsett, and left onto Old
Dorsett Road to Syberg's.**



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

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

ASA Midwest Council membership is only \$945 per year

**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 2022
Monthly LUNCH Meeting

Syberg's on Dorsett
Wednesday, August 17, 2022
11:30 a.m. to 12:30 p.m.

Join us for a BPI in a Box **LUNCH** meeting for ASA **Subcontractor and Supplier members ONLY.** Meeting includes lunch and a BPI session. Meeting begins at 11:30 a.m., and wraps up by 12:30 p.m.

Grab a quick lunch, and join the exchange of impactful business information with fellow ASA members!

Syberg's on Dorsett | 2430 Old Dorsett Road | Maryland Heights, MO 63043

BPI-Business Practice Interchange is an informal share session where ASA member subcontractors & suppliers can share their experiences with projects, general contractors, and owners. Only first-hand information is allowed to be shared. ASA is only providing a forum for the exchange of business information. Information exchanged by members must be current, accurate and first hand.

BPI Companies:

ALTMAN CHARTER
BLACKLINE
BSI CONSTRUCTORS
CLAYCO
EAGAN BUILDING GROUP
HOF CONSTRUCTION
IMPACT STRATEGIES
IVES CONSTRUCTION INC
J HOOKER
KAI

BPI Topic of Discussion

ARE YOU IN NEED OF CONTRACTUAL PROTECTION FOR ESCALATING PRICES?

ConsensusDocs has responded to the risk of escalating material prices with a new amendment to the Owner/GC lump sum contract form. Learn how this language allows for equitable price adjustments for critical materials during times of volatile market conditions.

MEETING AGENDA:

Lunch | 11:30 a.m. to 11:45 a.m.
BPI Session (over lunch) | 11:45 a.m.- 12:30 p.m.

Registration includes lunch & BPI Session | \$25 ASA Members
Register online-www.asamidwest.com
by Friday, August 12, 2022.

(Attendees not cancelled by 8.12.22. will be charged per ASA cancellation policy. No refund after 8.12.22. but you may always send someone in your place if you are unable to attend the meeting)

2022-23
ASA Midwest Council
Officers & Directors
(Terms July 1, 2022-June 30, 2023)

Officers:

President

Dan Tucker, MC Service

Vice President

Dennis Voss, Golterman & Sabo

Secretary

Ryan Spell, Precision Analysis Inc.

Treasurer

Mark O'Donnell, Schmersahl Treloar & Co.

Immediate Past President

Chris Sauer, T J Wies Contracting

Directors:

Steve Cummins, Bell Electrical Contractors

Rose Kastrup, CSA Advisors

Bill Grant, Grant Contracting

Scott Meyer, Meyer Painting Co.

Ryann Hermann, T J Wies Contracting

Chapter Attorney

Richard Stockenberg,
The Stockenberg Law Firm

ASA Midwest Council Executive Director

Susan Winkelmann

CONTRACTUAL RESPONSES TO ESCALATING PRICES: *Share the Pain*

Richard A. Stockenberg
Chapter Attorney
richard@stockenberglawfirm.com



ASA is a part of ConsensusDocs, a national consortium of 40+ trade associations, created for the purpose of developing a library of industry contract documents that equitably share and apportion risk. Thus, because the goal, as the name suggests, is to achieve a consensus, the finished products are neither perfect, nor onerous.

In direct response to current market conditions, ConsensusDocs has recently come out with a new 3-page form, No. 200.1, dealing with the problem of escalating prices. This document essentially serves as a flexible and conditional amendment to lump sum contracts. It is believed to be the only such clause published.

This material price escalation clause allows the parties to list the specific materials affected in a particular project, and then adjust the contract price based upon an objective standard, e.g., established market or catalog prices; actual material costs; material costs indices; or some other mutually agreed upon method. The parties are left to choose their methodology as there is no default position.

While the clause is drafted with the intent of being an amendment to the prime contract between the Owner and Constructor (builder, general contractor, design-builder, or construction manager), when it is used between the Owner and Constructor, it should also be used in subcontract agreements.

The clause also covers the adverse impact on projects caused by delivery and shipping disruptions creating delays. Whether there is an unexpected delay or dramatic price increases after the contract is signed, the amendment offers a fair allocation of risk. Ordinarily, as a matter of principle, risk should be borne by the party who can control the risk; but in the case of dramatic price increases, it cannot be clearly said that one of the parties is in a better position than the others to control the

risk unless the Owner is willing and able to pre-purchase, store, and insure critical materials. The new form addresses various strategies to mitigate damages:

- (a) The use of contingency funds, something that should also flow down to subcontractors to share;
- (b) An adjustment in the price shall not include any amount for overhead and profit;
- (c) Prices may be adjusted downward in the event of a decrease in the baseline price;
- (d) A Constructor has no liability to the Owner for delay damages not the fault of the Constructor or its subcontractors/suppliers;
- (e) The parties are permitted to cap the amount of allowable increase or decrease; and
- (f) A party seeking an adjustment must provide documentation to justify the adjustment.

As long as market conditions create volatile price adjustments, parties are well advised to use some form of contract language to equitably share the risk. Successful attempts to push a disproportionate amount of risk down to a party lower in the food chain who did not cause the price escalation can only lead to unintended consequences potentially hurting the entire project. This new form may be a good place to start the review process of drafting an appropriate job specific price escalation clause that is fair and equitable.

Please join us for the 35th Annual

ASA Midwest Council Golf Tournament



October 3, 2022 | 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

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

**Building.
Community.**

REGISTRATION NOW AVAILABLE



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TWITTER & LINKEDIN!**

Upcoming ASA Midwest Council Meetings & Events



- | | |
|---------------------|--|
| August 17 | BPI in a Box LUNCH -Subcontractor & Supplier members only
<i>Syberg's on Dorsett</i> |
| September 21 | ASA Monthly Networking Event 4:00 to 6:00 p.m.
<i>Syberg's on Dorsett</i> |
| October 3 | ASA's 35th Annual Golf Tournament
<i>Whitmoor Country Club</i> |
| November 16 | ASA Monthly LUNCH Meeting
<i>Syberg's on Dorsett</i> |
| December 7 | Casino Night Member Holiday Party
<i>Syberg's on Dorsett</i> |
| February 1 | Meet the GCs Expo
<i>St. Charles Convention Center</i> |

[VISIT WWW.ASAMIDWEST.COM TO REGISTER FOR ANY OF THE ABOVE EVENTS!](http://WWW.ASAMIDWEST.COM)
[Event registration 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!





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

www.asamidwest.com

THANK YOU

THANK YOU to the **MEMBER COMPANIES** that attended our **JULY** monthly meeting

*Affton Fabricating
Bi-State Fire Protection
CK Power
D&L Painting & Drywall
Drilling Service Co.
Enterprise Bank & Trust*

*Fabick Rents
Focal Pointe Outdoor Solutions
Foremen Fabricators
J D Kutter
Jarrell Mechanical Contractors
John Bender, Inc.*

*Luby Equipment Services
MC Mechanical
Meyer Painting Co.
MJ Products
Mold Solutions
O.J. Laughlin Plumbing Co.
P & A Drywall*

*Pac-Van/United Rentals
R. F. Meeh
Schmersahl Treloar
The Daniel and Henry Co.
T J Wies Contracting
Vision Electric & Systems
Wies Drywall & Construction*



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

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

Governor Mike Parson has completed his review of legislation passed by the General Assembly and his job of signing and vetoing bills is now complete. The most notable of his actions are his decisions on the FY23 budget. The nearly \$48 billion spending plan sent to the Governor by legislators, was left mostly intact, with Parson issuing 32 line-item vetoes totaling some \$644 million.

The passage of the budget was hailed by both parties as a major success, as many priority items will be funded with the record amount of tax revenues in the state coffers. Projects receiving top billing in the budget include necessary maintenance on many college and university buildings across the state, as well as new construction on many campuses. Drinking water, wastewater, and stormwater infrastructure will see major investments, along with a focus on broadband access statewide. The state's Medicaid program will also see a boost in funding, as will funding for skilled care services for the elderly and disabled. In the area of K-12 education, there will be full funding of the transportation program and teachers across the state will see an increase in their compensation. The FY23 budget year began on July 1.

Other than the line item vetoes in the budget, the Governor issued vetoes on several policy related bills, most notably the tax rebate legislation approved by the General Assembly. That program called for a one-time tax rebate that would be available for some taxpayers based on income. Parson did not approve of the plan because he said many low-income Missourians and vulnerable populations would be entirely left out of the relief measure. Instead, the Governor proposed an across-the-board tax cut for all wage earners and said he would call a special session to address the idea. Parson also vetoed HB1720, which renewed several agricultural tax credits as well as enacting a handful of new ones. The renewal on the programs was approved by the legislature for two years, which Parson sees as problematic and stated it needs to be for six years.

In his explanation of the veto, he stated he would also call a special session to address the issue, since many agricultural related programs rely on the tax credits, and they have a far-reaching impact. No date has been set for the special session, but many believe it will run consecutive to the September 14 veto session.

The Missouri Department of Revenue reports that over 3,000 individuals have applied for refunds on the newly enacted gas tax. The Department began accepting claims on July 1 and must issue the refund within 45 days for properly submitted claims. If the claim is not paid within the specified timeframe, the Department is required to pay interest to the claimant.

Primary Election Day is August 2 and all will be watching to see the results of numerous Primary Election races, especially in the Missouri Senate, where numerous mainstream Republicans are being challenged by ultra-conservative Republicans. As we have mentioned in the past, should the far-right Republicans be successful, it will change the makeup of the Senate and have an impact on Senate leadership positions, as well as the Senate agenda for years to come.

Thank you for the opportunity to represent you in Jefferson City. We will continue to keep you updated on political happenings across the state as they happen. *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.
Aqueduct Plumbing LLC
Archview Metal Systems Co.
Archview Services
Armanino LLP
Aschinger Electric
Aspen Waste Systems
Auto Trim Restyling
Bazan Painting Company
Bell Electrical Contractors
Benson Electric Company
Bick Group
Bi-State Fire Protection Corp.
BluSky Restoration
Boyer Fire Protection
Budrovich
Building Point Mid-America
C.E. Bollmeier Company, Inc.
C. E. Jarrell Contracting
Capital One
Central Power Systems & Services
CK Power
CK Supply
CMIT Solutions
CNA Surety
CSA Advisors LLC
Century Fire Sprinklers, Inc.
Common Sense Solutions
Cooperworks Industries
Corrigan Company
D&L Painting and Drywall
Drilling Service Company
Dynamic Controls, Inc.
ELCO Chevrolet Cadillac
Empire Fence & Custom Iron Works
Enterprise Bank & Trust
Equipment Share
Fabick CAT
FastTrac Rentals LLC
Federal Steel & Erection Co.
Fenix Construction Co. of STL
Flooring Systems, Inc.
Focal Pointe Outdoor Solutions, Inc.
Foreman Fabricators
Foundation Supportworks by Woods
George McDonnell & Sons
Golterman & Sabo
Grant Contracting
Grasser Electric
Guarantee Electrical
H & G /Schultz Door Inc.
Haberberger, Inc.
Hager Companies
Hanenkamp Electric
Hansen's Tree, Lawn & Landscaping
Hawkins Construction & Flatwork
Hayden Wrecking
Heitkamp Masonry
Ideas4Promos
Imperial Metal Company
Integrated Facility Services
Irwin Products
JD Kutter
J.F. Electric
J.W. Terrill
John J. Smith Masonry
K & K Supply
Kaemmerlen Electric
Kaiser Electric
KAM's Mechanical LLC
Kay Bee Electric
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.
Maxim Crane Works LP
Meyer Painting Co.
MC Mechanical
MJ Products
Mid-America Carpenters Reg. Council
Midwest Elevator
Mold Solutions
Montgomery Bank
Murphy Company
Negwer Door Systems
Nu Way
NSC
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.
Rock Hill Mechanical Corp.
RubinBrown LLP
Sachs Electric Company
Sandberg Phoenix
Schmersahl Treloar & Co.
Seiler Instruments
SFW Partners, LLC
The Sherwin-Williams Co.
Siemens
Sikich LLP
The Daniel and Henry Company
The Stockenberg Law Firm
Stylemaster Apparel, Inc.
Sunbelt Rentals
Swanson Masonry, Inc.
Titan Carpentry LLC
T.J. Wies Contracting
Taylor Excavating
Too Creative
TROCO Custom Fabrication
UHY LLP
United Rentals
UNITS Moving and Portable Storage
Vee-Jay Cement Contracting
Vision Electric & Systems
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



CONTRACT REVIEW

SAFETY

Lets be **Always Safety Aware!** Check out the Safety page on the ASA website. Member only access to monthly Tool Box Talks is included in your ASA membership! 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! 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.

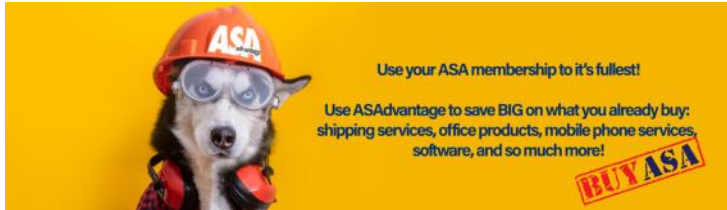
The Committee is introducing a new interactive service for members. On **August 31** we will meet virtually to discuss the issue of PRICE ESCALATION. We will consider relevant contract language, especially ConsensusDOCS's form 200.1, a new multifaceted approach to a serious problem. In addition, we will share examples (war stories) of real life experiences in an effort to learn what works and doesn't work to combat this problem.

Going forward, we plan additional meetings of an educational or experiential nature to discuss negotiating strategy and core contract issues, e.g., contingent payment, indemnity, change orders, dispute resolution, right to stop work, delays etc. for the purpose of learning and sharing. These meetings will be open to all our members. We invite suggestions for topics.

If you have questions regarding the contract review service offered to our ASA members, please contact the Contract Review committee chair, Dick Stockenberg, ASA MWC chapter attorney, The Stockenberg Law Firm; richard@stockenberglawfirm.com

PROGRAMS

Do you have suggestions for upcoming speakers and seminar topics? We want to hear from our members to ensure we are providing the best content possible to meet your needs! If you have suggestions or feedback, please contact our Programs Committee Chair: Chris O'Hagan, chris@jdkutter.com or executive director, Susan Winkelmann; susan@asamidwest.com



For Information & to Register for all FREE Webinars |Event Contact | Jessica Enochs

Email | jenochs@asa-hq.com

Take Advantage of your ASA membership!

You've paid your dues....
Now save money every day!

ASA has partnered with NPP to provide discounts EVERY Day on popular brands and items, such as...

Microsoft
Cheryl's Cookies
HP
myAutoLoan
Sherwin-Williams
Tirebuyer
TrueCar
UPS
Verizon

+35 companies are partners with us through NPP...and they're adding more all the time.
See where you can save!

To see a full list of companies that are part of the ASADiscount program visit:
www.asaonline.com/asadiscount-available-companies/

Step 1: Log in
Step 2: Go to bottom of left-hand menu of InfoHub, and click on "ASADiscount"
Step 3: Start seeing where you can save!

Project Documentation 101

Webinar | August 10, 2022
12:00 - 1:00 pm (EDT)

In this webinar you will discover simple and easy ways to document your projects.

Primary Practice Areas

Construction Litigation, TxDOT Claims, Heavy Civil Construction, Mediator Brian is a managing partner with the firm. Licensed since 2002, the primary focus of Brian's practice is upon representing contractors and subcontractors in the construction industry. In addition to earning a law degree, he holds a Bachelor's of Science in Architectural Engineering from the University of Texas at Austin. Prior to pursuing a law degree, Brian worked as a design engineer for two of the preeminent civil engineering firms in the nation. He uses his knowledge of TxDOT design and highway engineering to represent highway contractors and assist them in evaluating, preparing and litigating claims arising out of TxDOT projects. In addition to serving as an advocate, Brian is also a certified mediator. His mediation practice is not limited to construction, but instead covers all manner of civil disputes. He has also taught senior and graduate level courses in contracts, liability, and engineering ethics at the University of Texas School of Engineering. Brian was certified in the inaugural class of Board Certified Construction Lawyers.

Practice Emphasis

Brian's practice focuses on the representation of general contractors and subcontractors on both private and public sector projects. Disputes typically involve performance, payment, construction defects, terminations, surety law and design. He regularly assists clients in preparing and negotiating claims, contracts and other complex agreements.

Walk-Arounds For Safety



Pre-Inspection Activities

Familiarize yourself with the workplace and operations, and the hazards that have been previously identified. Gather and document additional information from conversations with workers.

Review prior inspection reports, injury and workers compensation records, incident investigation reports, and recent near-miss incidents. Use these to familiarize yourself with the most hazardous work areas, tasks, or activities. Focus on areas where hazards have been identified. Check to see if previously identified hazards have been abated or if further action is needed.

OSHA's Small Business Handbook (<https://www.osha.gov/Publications/smallbusiness/smallbusiness.html>) contains self-inspection checklists addressing many general industry hazards, and OSHA's Construction Pocket Guide (<https://www.osha.gov/Publications/osha3252.pdf>) contains checklists for construction.

Internet searches of trade associations that represent your industry to obtain industry-specific checklists that can help best identify the common hazards.

Pick the best items for your workplace. Modify them as needed. After a few inspections, you can tailor your checklists.

Determine what personal protective equipment (PPE) you will need. Lead by example and use all necessary PPE, be aware of any posted safety warning signs, and follow safety procedures when you are conducting the inspection.

Onsite Inspection Activities

The goal of workplace inspections is to develop a list of hazards and prioritize them for control. No single person is capable of identifying all hazards or determining appropriate controls. When you develop relationships and build trust with workers, the chances of success in preventing injuries, illnesses, and fatalities will increase.

Develop a plan that ensures that each work area is inspected.

Start with easily identifiable hazards, such as:

- Tripping hazards
- Blocked exit
- Frayed/exposed electrical wires
- Missing machine guards
- Poor housekeeping
- Poorly maintained equipment

Workers are likely to know the most about the hazards and safety issues in their jobs. Tap into that knowledge. Assure them that you are interested in finding problems and fixing them. Avoid asking yes/no questions; rather, encourage conversation.

Ask open-ended questions such as:

- What is the most hazardous task in your job? What makes it hazardous?
- If you have been injured on your job, what was the injury and how did it happen? What was done to make your job safer?
- How would you report an injury, hazard, or near-miss?

Seek out and talk to the most recent hires to get their perspective on safety. These "fresh eyes" could have valuable insights. Observe workers as they perform their job.

If you encounter more complex hazards, recognize that you may need assistance. Hazards such as the following should be evaluated by a safety professional or industrial hygienist:

- Chemical hazards such as solvents, welding fumes, or toxic dust
- Noise exposure (areas where you need to raise your voice to be heard)
- Excessive heat
- Accumulations of combustible dust

Post-Inspection Activities

Prioritize the hazards based on the severity of the potential injury and the probability that an injury might occur. Use a risk assessment matrix to prioritize, track, and follow up on hazards. The highest priority hazards are those that have a high probability of occurring and have the potential for the most serious outcomes.

Minor injuries that happen only occasionally would be low priority. If an exposure to a hazard is unlikely but could result in a catastrophic outcome (such as a worker's death or multiple injuries), it should be a high priority.

EXAMPLE OF A HAZARD PRIORITIZATION MATRIX				
LIKELIHOOD OF OCCURRENCE OR EXPOSURE	SEVERITY OF INJURY OR ILLNESS CONSEQUENCE			
	Negligible	Marginal	Critical	Catastrophic
Frequent	Medium	Serious	High	High
Probable	Medium	Serious	High	High
Occasional	Low	Medium	Serious	High
Remote	Low	Medium	Medium	Serious
Improbable	Low	Low	Low	Medium

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.

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

NO NEW MEMBERS

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

REGISTRATION AVAILABLE

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



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 \$450/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)

Education/Programs
(Chris O'Hagan)

Golf
(Jennifer Church | Steve Cummins)

Advocacy
(Tim Thomas/Walter Bazan, Jr.)

Awards Gala
(Rick Swanson)

GC Expo
(Walter Bazan, Jr. | Tim Thomas)

Safety
(Rose Kastrup | Steve Williams)

Brand Development
(Stephanie Woodcock)

Contract Review
(Dick Stockenberg)



