

DECEMBER

December 7
Casino Night
Holiday Party
Syberg's on Dorsett

JANUARY

January 18
Monthly Breakfast Meeting
MAC West

January-May
Contract Seminar
Breakfast Series
Mason Contractors

FEBRUARY

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

February 22
Monthly Dinner Meeting
Syberg's on Dorsett

MARCH

SUBExcel Convention
Fort Worth, TX

APRIL

April 22
Emerald City Awards Gala
The Four Seasons Hotel

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

DECEMBER 2022

Well, we made it....December...the final month of the year jam packed full of stuff. Christmas shopping, family gatherings, work gatherings, yearend closeout, and the list goes on. One fun event is our Casino Night Holiday Party on December 7th. This is a great way to kick off the holidays with fellow ASA members and their spouses/significant others. I hope to see everybody there. By now all the ASA award nominations have been submitted and the planning continues to make the 30th Annual ASA Awards Gala on April 22, 2023 a memorable night for everyone. The theme this year is the Emerald City Gala, which promises to be a great time for everyone in attendance. Save the date and watch your email for nominee announcements and event information in early January 2023.

The midterms are past, and we have something new coming to Missouri. No matter if you were for it or against it, recreational marijuana is legal in Missouri. We all knew this was coming but if you were like me, you did not really think about how this would affect your business. On December 8th the Department of Health and Senior Services will start to transition already operating medical license holders to simple recreational licenses. Those transitions could come as soon as the beginning of February, depending on how long the department takes to transition the licenses. Because there are probably more questions than answers on the topic, on February 22nd the ASA Midwest Council monthly meeting will feature a speaker that will let us know how legal recreational marijuana will affect all of us.

Our events and educational seminars are coming out strong in early 2023. As a reminder, In January we have the first of our 5-part Contract Seminar Breakfast Series on January 10th, as well as a monthly breakfast meeting on January 18th which will feature a 2023 Economic Forecast presentation. In February we have the Meet the GCs Expo on February 1st, and our February 22nd monthly meeting will include a discussion about how the newly passed amendment 3 that legalized recreational marijuana, will affect the workplace. Our goal is to educate and inform our members to be best prepared to handle all the possible things we face in the ever-changing construction industry. Make plans to attend some of the very important events and meetings, so that you feel ready to tackle 2023 and beyond.

I want to wish everyone a Merry Christmas and Happy New Year! We will talk next year!

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.

The ASA WOMEN'S COUNCIL | *She's Built For This*

The purpose of our women's peer group is to become a valuable resource for women in the construction industry and related fields. Our goal is to help woman **Build. Community.** by providing resources needed to build relationships; be a source of information & support; and to provide connections & networking opportunities to all women from our member companies and the STL construction industry as a whole!

For more information & to join our peer group contact the "She's Built For This" committee co-chairs:
Jennifer Church, United Rentals | jchurch@ur.com
Stephanie Woodcock, Too Creative | stephanie@toocreativestl.com
Susan Winkelmann, ASA Midwest Council | susan@asamidwest.com



January 18, 2023
Monthly BREAKFAST Meeting

The MO Athletic Club-West
1777 Des Peres Road | Des Peres, MO 63131
7:30 a.m. to 9:00 a.m.

Join us for the ASA Monthly **BREAKFAST** Meeting on Wednesday, January 18th at 7:30 a.m. Continental Breakfast Included.

REGISTRATION IS LIMITED TO THE FIRST 40 ATTENDEES DUE TO SPACE AT THE VENUE.

Thank you to our speaker Mr. Patrick O'Neal with Enterprise Bank & Trust who will present a 2023 Economic Forecast at our **BREAKFAST MEETING.**

- ✓ An outline of expectations for economic growth, inflation, interest rates, and unemployment in the US.
- ✓ An outlook for labor & material costs in construction industry.
- ✓ Presentation will include specific data to the St. Louis market, and a broader look as well.
- ✓ Q&A

Meeting Location: The MO Athletic Club-West
1777 Des Peres Road | Des Peres, MO 63131

MEETING AGENDA:

Continental Breakfast | 7:30 a.m.
Program Begins | 7:45 a.m.
Program Ends with Q&A | 8:45 a.m.

Registration includes continental breakfast & Program
\$25 ASA Members | SPACE IS LIMITED TO 40 ATTENDEES

Register online-www.asamidwest.com
by Friday, January 13, 2023.

(Attendees not cancelled by 1.13.23. will be charged per ASA cancellation policy. No refund after 1.13.23. but you may always send someone in your place if you are unable to attend the meeting)



ASA'S 16th ANNUAL
CASINO NIGHT
Members Only Holiday Party


Wednesday, December 7th 2022
Syberg's on Dorsett
6:30 p.m. to 10:00 p.m.

KICK OFF THE HOLIDAYS
WITH ASA!



*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!***

\$85 per person includes
Hosted Bar, Heavy Appetizers, Gaming,
& a Chance to Win Great Prizes!

 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 neediest families!



Scan this QR Code
to Register or visit
www.asamidwest.com

No shows not canceled by 12.22.22. will be charged per ASA cancellation policy. No refund after that date, but you may always send someone in your place if you are unable to attend the event.

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

5 Benefits of Networking in the Construction Industry

Construction is a high-touch industry. Success in this arena is more than having the skills and practical know-how to deliver on customer expectations. Projects involve working with a multitude of businesses and professionals from varying backgrounds and experiences—making networking imperative for any professional and business involved in construction.

Networking doesn't only happen during networking events – opportunities to build relationships with others in the industry are ever-present. And, yes, it's worth making an effort to engage and be present in these conversations. In this article, we'll go over the benefits of getting involved with professional networking in the construction industry.

Gateway to new opportunities/projects

Networking is a great way to gain new opportunities in construction. Maintaining good relationships with everyone you encounter is essential. This includes former clients and prospects, subcontractors, and GCs you've worked with, different vendors and providers you've dealt with within projects or even on the inquiry stage—these relationships are worth nurturing if only for the fact that you'll never know who works with who and you'd always want to leave a good impression.

It's not unusual even for those considered competitors to maintain some friendly professional relationship that could result in volleying overflow work between each other. There's always enough work for everyone if connections are kept healthy. Just the same, helping others is a big part of networking. Making meaningful introductions between people and businesses that benefit from each other will pay off, especially for those who view working in construction strategically and not just as a money-making gig.

Gaining new insights and ideas

Networking is also an excellent avenue for discussing new ideas with like-minded individuals in the industry. Most people are keen on putting their best foot forward during networking events and any professional setting where conversations are encouraged. Gatekeeping information is rarely the smart move. People who have been in business long enough know that raising the quality of work industry-wide benefits everybody and is good for business. This is why sharing information about new technologies, new methods of approaching projects, and fresh techniques in managing jobs are commonplace in professional settings, even among businesses and professionals who could be considered competitors.

Sharper people skills

One of the most valuable skills to succeed in construction, no matter what portion of the big machine you're working on, is knowing how to deal with people. Networking events and any setting where you could engage with others in the industry are great opportunities to practice having meaningful conversations and sharpening your people skills. Especially in this age where a lot of conversations happen virtually, both in-person and online networking opportunities where the emphasis is engagement and building professional relationships are welcoming spaces for you

to flex your conversation muscles around people looking to do the same.

The returns of constantly sharpening your people skills cannot be overstated. Vendors with the same certifications, experience, and track records compete for the same jobs. What spells the difference between landing a project and not is often reliant on the relationship you've established with the prospect and how easy or difficult it is to discuss and transact with you. Learning how to navigate this portion of business is valuable for anybody looking to get ahead in the industry.

Better understanding of the immediate market

Putting faces on names you only see in emails and marketing materials is one of the most significant benefits of directly engaging with people in the industry during networking events and other social functions. In-person functions are especially helpful in getting to know people and businesses in your local market—from different vendors to clients and other stakeholders in commercial and residential construction.

Forging relationships and getting some facetime with them is valuable in getting intimate knowledge beyond what you find out from business news and even trade association meetings. The cumulative knowledge of the community is often shared during these face-to-face events—local trends, market projections, new opportunities on the horizon, feedback on specific vendors and providers, and even cost-saving strategies that could be local in the market you're operating in.

Networking can also give you more insight into what not to do and what to avoid. These bits of information may not be presented in a straightforward manner in that they're often not in the form of hard numbers or enumerated facts as reported in newsletters. You get a better sense of the people operating in your locality and their views on how different aspects of construction are faring, allowing you to make better decisions in your business.

Establishing your profile

Whether you are part of a business operating for decades or a new player in construction, consistent networking is helpful in regularly establishing and reintroducing your profile in the industry. Anybody in the construction business knows that reputation is a big deal and being visible and present as a reliable resource or source of expertise, even in more casual events and conversations, will pay off for you in the long run.

Networking is worth the effort

Building relationships is one of the cornerstones of a successful construction business. It's a mistake to overlook and neglect being visible in the community and getting involved in conversations that may seem mundane or unneeded. Taking the time to build bridges with potential clients, existing customers, vendors and providers, and other industry stakeholders is a worthy investment—the returns may be difficult to quantify in concrete numbers but can be measured in the continued success and growth of your business.

BUILDING. COMMUNITY. MEET THE GC'S

21st ANNUAL EXPO

Hosted by the American Subcontractors Association - Midwest Council



Wednesday, February 1st, 2023

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

\$85 ASA Members | \$125 Non ASA Members



After January 18th Registration Deadline | Members \$100 | Non-Members \$140

Visit asamidwest.com to Register | susan@asamidwest.com or 314.845.0855 for information.



Upcoming ASA Midwest Council Meetings & Events



December 7

Casino Night Member Holiday Party
Syberg's on Dorsett

January thru May

5-part Breakfast Contract Seminar Series
The Mason Contractors-1429 S. Big Bend Blvd 63117

January 18

ASA Monthly Member *Breakfast* Meeting
MAC-West (mo. athletic club-west)

February 1

Meet the GCs Expo
St. Charles Convention Center

February 22

ASA Monthly Member *Dinner* Meeting
Syberg's on Dorsett

April 22

The Emerald City Awards Gala
The Four Seasons Hotel



[SCAN QR CODE TO VISIT ASAMIDWEST.COM TO REGISTER FOR ANY EVENTS](https://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 recent monthly meeting

*Bazan Painting Co.
Bell Electrical
Capital One
CMIT Solutions
D&L Painting & Drywall*

*Drilling Service Co.
Fabick Rents
FastTrac Rentals
Golterman & Sabo
J&S Industrial Services*

*MC Mechanical
Negwer Materials
Precision Analysis, Inc.
Sandberg Phoenix von Gontard
Schmersahl Treloar*

*SFW Partners
Sunbelt Rentals
The Stockenberg Law Firm
T J Wies Contracting
Too Creative*

The
STOCKENBERG
Law Firm LLC



Mason
Contractors
Association

THE ANATOMY OF A CONSTRUCTION CONTRACT

*Stay Healthy by
Skillfully Using an Addendum
Smartly Avoiding Killer Contract Clauses
Properly Exercising Lien and Bond Rights*

*A 5-part Breakfast Series of Educational Seminars for Subcontractors & Suppliers
Presented by Richard Stockenberg, The Stockenberg Law Firm, ASA Chapter Attorney*

2023 Dates & Information | 7:00 a.m. Continental Breakfast | 7:30 to 9:00 a.m. Seminar

January 10	The Womb: <i>Scope Letters, Bid Shopping, Bid Qualifications, and Incorporation of Contract Documents</i>
February 14	The Heart: <i>Payment Clauses: Pay-if Paid, Progress, Final; Retainage Bonds; Right to Stop Work for Non-Payment</i>
March 14	The Growth: <i>Change Orders and Back Charges; Indemnification</i>
April 11	The Guts: <i>Price Escalation, Force Majeure, Damages, Labor Clauses, Releases and Waivers of Rights, Termination, Arbitration</i>
May 9	The Protection: <i>Lien and Bond Rights, Lien Waiver Forms</i>

Seminars held at The Mason Contractors | 1429 S Big Bend Blvd. St. Louis, MO 63117

**[Register for entire series or individual seminars /
Scan QR code of visit \[asamidwest.com\]\(http://asamidwest.com\) to register](#)**



ASA Member Price | Series of 5 \$140 | Individual Seminars \$35 per session
Non-Member Price | Series of 5 \$280 | Individual Seminars \$70 per session

With the November General Election behind us, we now have a clear picture of the makeup of the Missouri House and Senate for the upcoming legislative session. Republicans will continue to hold super majorities in both chambers, with a 111-52 advantage in the House and a 24-10 split in the upper chamber.

In the only true competitive race in the Missouri Senate, Democrat Tracy McCreery of St. Louis County garnered 53% of the vote as she defeated Republican political newcomer George Hruza. Polling throughout the closing weeks of the campaign had showed the race to be very close, but as election results were tallied, McCreery pulled away with a convincing victory. McCreery is a familiar name in the Capitol, having served in the House for the last eight years. She takes the place of Senator Jill Schupp, who could not run again because of term limits.

Democrats managed to pick up a few seats in the House of Representatives, but Republicans still have a veto-proof majority of 111-52. Many of the races were decided by razor thin margins, and we saw two incumbents ousted in tight races. Republican Craig Fishel from Springfield will not be returning to the House as he lost to Democrat Stephanie Hein, and Mark Ellebracht, a Democrat from Clay County was defeated by Republican Bill Allen.

In the days following the election, members of the House and Senate met in Jefferson City to elect their leadership teams for the next two years. Dean Plocher of St. Louis County will be the new Speaker of the House, replacing term limited Rob Vescovo, while Jon Patterson was elected by his peers to handle the position of Majority Floor Leader. Patterson is from Lee's Summit. Crystal Quade of Springfield will once again return as Minority Floor Leader.

Senate leadership was also decided as Caleb Rowden was chosen as the new President Pro-Tem. Rowden is from Bonne County and is a familiar name as he previously served as Majority Floor Leader. Taking over from Rowden in the Floor Leader position is Cindy O'Laughlin from Shelby County, who is beginning her second term in the Senate. John Rizzo will once again lead the Senate Democrats as he returns to handle the position of Minority Floor Leader.

Election night also saw Eric Schmitt cruise to a win over Trudy Busch Valentine in the race to replace Roy Blunt in the United States Senate. Schmitt's victory leaves a vacancy in the position of Attorney General, meaning Governor Mike Parson will pick Schmitt's successor. Parson will also be selecting a replacement in the office of Treasurer, as Scott Fitzpatrick was elected as the new State Auditor. Fitzpatrick takes over for Nicole Galloway who decided not to seek reelection.

The slate of ballot measures decided on election night means a slightly different look for the makeup of state government with the approval of Amendment 5. The amendment removes the Missouri National Guard from the Department of Public Safety umbrella and establishes the Guard as a cabinet-level department. The day-to-day operation of both agencies will remain the same. Voters also approved Amendment 3, which legalizes the use of recreational marijuana, and Amendment 4, which increases the minimum funding level for the Kansas City Police Department. Voters said no to a proposal to allow the General Assembly to invest state monies in municipal securities, and a measure to convene a Constitutional Convention.

The upcoming legislative session will gavel in on January 4, with pre-filing of bills beginning on December 1. We will review the newly filed legislation and update you on any impacts to the ASA and the construction industry.

We will continue to keep you updated on political events in Jefferson City and around the state as they happen. Nikki Strong, Strong Consulting Group.

ASA Midwest Council Members

Acoustical Ceilings, Inc.
Afton 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
Building Point Mid-America
C.E. Bollmeier Company, Inc.
C. E. Jarrell Contracting
Capital One
Central Power Systems & Services
CK Power
CK Supply
CliftonLarsonAllen LLP
CMIT Solutions
CNA Surety
CSA Advisors LLC
Cardinal Elevator
Century Fire Sprinklers, Inc.
Cooperworks Industries
D&L Painting and Drywall
Drilling Service Company
Dynamic Controls, Inc.
ELCO Chevrolet Cadillac
Empire Fence & Custom Iron Works
Enterprise Bank & Trust
Fabick CAT
FastTrac Rentals LLC
Federal Steel & Erection Co.
Flooring Systems, Inc.
Focal Pointe Outdoor Solutions

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 & S Industrial Services
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
Metal Supermarkets
Meyer Painting Co.
MC Mechanical
Mid-America Carpenters Reg. Council
Midwest Elevator

MJ Products
Mold Solutions
Modern Communications
Montgomery Bank
Murphy Company
Negwer Door Systems
Nu Way
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
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!** 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.



CONTRACT REVIEW

Did you know ASA Midwest Council has an extensive library of General Contractor contracts on file? These contracts have been reviewed by the Contract Review Committee, and include comments/suggestions of changes you may want to request during your contract negotiations. The contracts are available to ASA members only, and can be requested by sending an email to susan@asamidwest.com

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

MEMBERSHIP

Welcome to our two newest members:

**Metal Supermarkets &
Modern Communications!**

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.

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



SUBExcel 2023

March 8-11, 2023

Fort Worth, Texas

**The premier education and networking event
for subcontractors,
specialty trade contractors, and suppliers.**

**Come join us for this industry
leading event!**

SUBExcel is the annual national convention of the American Subcontractors Association, a trade association representing construction subcontractors, specialty trade contractors and suppliers. We are planning for 2023 to be our biggest year yet, so make plans now to bring your whole team! Mark your calendars today and prepare for inspiration, new ideas, quality education, and a ton of fun!

Some of the highlights of the 2023 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.
- Special events, including the ASA President's Welcome Reception, the Final Reception & Banquet, and a variety of fun activities!
- 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!

REGISTRATION AVAILABLE AT BELOW LINK
<https://www.asaonline.com/subexcel/>

Getting EMS to the Patient



What happens when there's an emergency at your location? A work-related injury or personal medical emergency occurs and 911 is called. First aid is given, and then... wait for emergency medical services (EMS) to arrive. Does EMS know where to go once they reach your address? Delays can make the difference between a favorable outcome and a negative one.

Call out

Do you know your location's average EMS response time? If not, call and ask.

EMS drivers navigate facilities that often have multiple entrances and confusing parking lots and contractor vehicles. They often have a limited idea of where to go without additional assistance. Follow these steps to get EMS to the patient:

- Develop a plan for directing EMS to the location.
- Train all employees on emergency response procedures.
- Determine who needs to be notified immediately and who needs to come help.
- Examples include reception, security, safety, the first aid team, and the company nurse.
- Update your emergency action plan after any building changes and at least annually.
- Mark your building, so it is easy to find and navigate.

Have a plan

As part of your emergency action plan (EAP), it's recommended to include a breakdown of what happens once EMS is called and who's responsible for each task.

- Identify the responsibilities of each person or group.
- Who calls 911: Determine who is going call?
- Notifications: Who needs to be notified?
- Designate a liaison: Who meets EMS to let them in the building and direct them?
- Determine the best and alternate paths for EMS to get to the patient. Which entrance is closest or has elevator access if needed?
- Determine the required training for employees and first responders.

Best practice: provide preprinted maps of the site for liaisons to grab and give to EMS after indicating where to go. These can be in binders by each exit or kept with reception/security.

Training employees

In emergencies employees often don't know what to do. The last thing the victim needs is for everyone else to assume that someone else is taking care of it. Everyone, everyone needs to know the following:

- How to identify a potential emergency and how to call for help. If they are unsure, it's better to err on the side of caution. Note any special procedures for calling out of the phone system.
- How to give clear and concise directions to the EMS dispatcher. Such as the job site location, entrance, and if someone will meet them.
- What information to provide about the situation. If possible, include their main complaint (injury, illness), estimated age, gender, what happened?
- Who to notify that there is an on-site emergency and EMS was contacted.

Notification and guiding EMS

Once EMS is called, calls need to be made to notify the correct people and send them where they are most helpful. If your facility has restricted access to the property, EMS will need help getting in. Who opens the gate or meets them to let them in? What if your jobsite is in a hard-to-find location? Some construction sites are notorious for being difficult to find, so post someone in a locatable spot.

Medical emergencies can be overwhelming and embarrassing for the patient. There is a fine line between needing a few people to help and calling everyone. Non-essential onlookers can violate the patient's privacy and make it harder for EMS to work.

Update programs and procedures

OSHA doesn't specify how often the emergency action plan should be updated. However, the expectation is that it's always up to date and relevant to current site conditions. Check emergency response policies anytime the company has other significant updates, when process changes, new equipment arrives, or construction work is being done. Verify them annually. Ensure training covers any updates or changes.

Mark the building

How easily can EMS identify your facilities from the road? Most local fire codes require your building number to be clearly seen by the public. The following can help emergency responders get to the right location quickly:

- Make sure your street number is visible from the road,
- Mark entrances clearly, and
- Post signage to indicate the direction of travel around the building.

Key to remember

Emergencies are bound to occur on-site, whether related to the actual work or due to an employee's personal medical issue and getting EMS to the patient quickly isn't always easy. By having a plan, providing employee training, effectively notifying help, keeping your policies and programs up to date, and making your building easy to find and navigate, you can help EMS help you and your employees.

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!

Metal Supermarkets Modern Communications

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

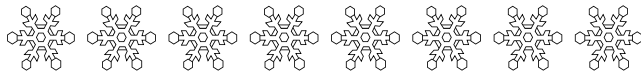


**FOLLOW US ON FACEBOOK,
TWITTER & LINKEDIN!**

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



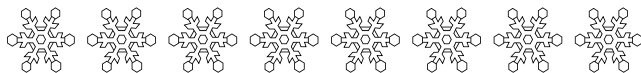
**JOIN US FOR
ASA'S 17th ANNUAL
CASINO NIGHT
Members Only
Holiday Party**



**Wednesday, December 7th
Syberg's on Dorsett
6:30 p.m. to 10:00 p.m.**

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