

# JANUARY 2023

## 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

**March 8-11**  
**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](http://www.asamidwest.com)*

Welcome 2023!! We made it. New Year's Resolutions will be flying. I have a couple I need to stick with...One resolution everybody can get behind is Safety. Can we be just a little bit safer? Can we make a change to something to help someone make it home that day? Are there little things that you have done in your organization that you are willing to share with your fellow ASA members? I am talking about the not so common ideas, the ideas that you wish you knew before a near miss or even worse happened. We would like to share your ideas, what ifs, and anything safety with the ASA members. The Safety Committee is working on some ideas to share additional safety information. Details coming soon!

It sounds like everybody I have spoken with the last quarter have been extremely busy. They are also saying they will still be busy a good portion of 2023. I hope it's the same for you. Let's keep riding this wave as long as we can. If you are slowing down, then you definitely need to be at Meet the GCs Expo on February 1st. This is by far the best time to get in front of St. Louis' top general contractors. They will all be in one room for one night. Doesn't get much better than that. You should register by January 18<sup>th</sup> to take advantage of the early bird pricing and remember ASA members get early access from 3:00 to 4:30 p.m., before any non-members can access the 33 GC exhibitors for 2023.

I look forward to catching up with everyone at the Expo and at other ASA meetings and events in 2023. Happy New Year!

Dan Tucker  
MC Mechanical Services  
President, ASA MWC  
314.707.7595 | [dtucker@mcservicestl.com](mailto:dtucker@mcservicestl.com)

**MCA-West**  
MO Athletic Club-West  
1777 Des Peres Road  
Des Peres, MO

**January 18, 2023 | 7:30 to 9:00 a.m.**  
**Limited to 40 attendees**  
**Continental Breakfast Included**  
**\$25 ASA members only**

### **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](mailto:jchurch@ur.com)  
Stephanie Woodcock, Too Creative | [stephanie@toocreativestl.com](mailto:stephanie@toocreativestl.com)  
Susan Winkelmann, ASA Midwest Council | [susan@asamidwest.com](mailto: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](http://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)*



**REGISTRATION AVAILABLE**  
**MEET THE GCs EXPO**  
**Wednesday, February 1, 2023**  
**3:00 to 7:00 p.m.**

**Make plans to join the ASA Midwest Council**  
**21st Annual Meet the GCs Expo!**

*THE ASA MEET THE GCs EXPO IS THE PERFECT OPPORTUNITY TO MEET WITH AND BUILD RELATIONSHIPS WITH REPRESENTATIVES FROM THE PREMIER STL AREA GCs*

**Wednesday, February 1, 2023**  
**St. Charles Convention Center**

**REMINDER!**

**As an ASA Midwest Council Member**  
**you have early access to the**  
**33 General Contractor Exhibitors!**

**MEMBER ONLY ACCESS-3:00 to 4:30 p.m.**  
**All REGISTERED ATTENDEES-4:30 to 7:00 p.m.**

**ST. CHARLES CONVENTION CENTER**

1 Convention Center Plaza  
Lower Level Convention Space  
St. Charles, MO 63303

**Registration includes | hosted bar & appetizers**  
**ASA Members \$85 | after 1.18.23. \$100**  
**NON Members \$125 | after 1.18.23 \$140**

**Register online-[www.asamidwest.com](http://www.asamidwest.com)**  
**by Wednesday, January 25, 2023**

*Members must have website login to receive the ASA member rate. If you do not login you will be charged the non member rate!*

***If you need your login info please email:***  
***[susan@asamidwest.com](mailto:susan@asamidwest.com)***

*(Attendees not cancelled by 1.25.23. will be charged per ASA cancellation policy. No refund after 1.25.23., but you may always send someone in your place if you are unable to attend.)*

## 5 Deadly Sins for Subcontractors in 2023

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



There is little doubt that the next 12 to 24 months will have significant financial uncertainty. Backlogs are still strong for most subcontractors, but rising interest rates, high inflation, and stubborn workforce issues persist. This uncertainty is a reason to review 'the seven deadly sins' for a contractor in a slowing growth / recessionary economy.

### 1. Ignoring the possibility of recession (negative growth)

Denial exists when three beliefs intersect: A. It cannot happen. B. It cannot happen to you. C. It cannot happen to you now.

### 2. Pulling too much cash out of business (distributions, owner bonuses, etc.)

Businesses struggle when they run out of cash, not when they run out of profit. Cash is the best source of 'security' in the business. Don't weaken your business when you are facing a challenging economy.

### 3. Shutting down marketing and sales activity

Expense reduction is a classic and appropriate reaction to slowing sales. Your competition may reduce marketing and sales dramatically. That's an opportunity to reasonably fund marketing and gain the competitive advantage you need to prosper.

### 4. Chasing low-margin contracts

It is not a good idea in good times; it's much worse in difficult times. (see #7).

### 5. Poor working capital and debt management

Your net working capital and debt/equity ratio are the two anchors of your financial position. If they weaken significantly, your ability to borrow money and obtain surety bonds will diminish.

### 6. Not monitoring receivables and lien rights

Your customers may experience financial problems. Don't allow their problems to become your problems. Collect aggressively and, when necessary, use your lien rights.

### 7. Failure to identify and minimize contract losses due to inaccurate or untimely contracts in progress reporting.

A lousy job left undermanaged will get worse. A significant loss on just one contract can put your company into a death spiral. Insist on timely, accurate job reports from day one. Take action early and often on a potential loss.

How urgent is this dower article? Our sources of forward-looking projections are still positive, but they do not provide confidence. As an example, note the summary of the two forecasts we follow.

AIA – October billings dropped sharply to 47.7 after years above 50. It has been hovering barely above 50 for the past five months. An index below 50 indicates a decrease in billings. Granted, it is only one month, but it's worth some concern. This index commonly leads nonresidential construction by 9 to 12 months.

ITR – They indicated in their December report that nonresidential construction is in a growth mode but are quick to point out that the economy's growth is slowing. Since that report, they have altered their overall economic forecast to a probable recession in late 2023.

These forecasts are lukewarm at best.

In summary, the next year or two will differ from the last five years. Minding these seven deadly sins will help you keep an eye on what will make you successful and keep both eyes on what might kill you.



# BUILDING. COMMUNITY. MEET THE GC'S

## 21<sup>st</sup> 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](http://asamidwest.com) to Register | [susan@asamidwest.com](mailto:susan@asamidwest.com) or 314.845.0855 for information.



# *Upcoming ASA Midwest Council Meetings & Events*



**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](http://ASAMIDWEST.COM) TO REGISTER FOR ANY EVENTS**

**Event registration requires member login, contact [susan@asamidwest.com](mailto:susan@asamidwest.com) with questions!**

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



# THANK YOU FOR YOUR GENEROUS DONATION

Foodbank.  
St. Louis Area Foodbank

On behalf of the *St. Louis Area Foodbank*  
and the families you've helped feed, we  
would like to thank

THE ASA MIDWEST COUNCIL/Casino Night Holiday Party Food Drive

Your donation will provide  
meals to those in need!

300



1 in 9 people in the bi-state region  
are in need of food assistance.

350,000

Nearly 350,000  
people face food  
insecurity in our region.



1 in 7 children in the bi-state region  
are in need of food assistance.



Community partners  
and programs

GIVE Help



Get INVOLVED



Thank you  
for your  
continued  
support!

ST. LOUIS AREA FOODBANK

THANK YOU

## THANK YOU to the MEMBER COMPANIES that attended our Casino Night Holiday Party

American Steel Fabrication  
Bazan Painting Co.  
Bell Electrical  
CMIT Solutions  
CNA Surety  
CSA Advisors  
Enterprise Bank & Trust  
George McDonnell & Sons

Golterman & Sabo  
J D Kutter  
Luby Equipment  
MC Mechanical  
Meyer Painting Co.  
MJ Products Co.  
MMA St. Louis  
Nu Way

Precision Analysis, Inc.  
R.F. Meeh  
Rock Hill Mechanical  
RubinBrown LLP  
Sachs Electric Co.  
Schmersahl Treloar  
SFW Partners  
Siemens

Sunbelt Rentals  
Swanson Masonry, Inc.  
The Daniel and Henry Co.  
T J Wies Contracting  
Too Creative  
United Rentals  
Vision Electric & Systems

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**

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



December 1 marked the day when members of the General assembly could prefile legislation for the upcoming legislative session. There was a flurry of activity as many lawmakers were eager to have their priorities at the top of the prefilled list. As of the writing of this report, 861 bills and resolutions had been filed, with many more to come. Priorities for the session will include regulation of video lottery terminals, sports betting, public safety and violent crime, extending Medicaid coverage for new mothers, initiative petition reform, and several transportation related issues, among others.

One of the prefilled bills making headlines is Senator Bill Eigel's SB317, which would use existing state revenues to rebuild Interstate 70. Eigel's proposal would use any general revenue funds in excess of \$4 billion and would also dedicate an annual 2% earmark from ongoing revenue to widen the road to four lanes in each direction across the state. Missouri is currently sitting on a budget surplus in excess of \$6 billion. MoDOT does not have a current estimate on the cost of Eigel's proposal, but the agency did produce documents earlier in the year showing a cost of \$2.75 billion to widen the road to three lanes. It remains to be seen if Eigel's legislation will gain traction.

The "Freshman Tour" has wrapped up in the General Assembly, as newly elected lawmakers recently participated in a two-week crash course in legislative procedures, as well as visiting points of interest across the state. The tour gives members an opportunity to see what the state has to offer in districts other than their own. They were able to visit an array of industries, agricultural interests, and public universities and institutions. It also allows lawmakers to form relationships with other decision makers who serve the state as the next legislative session approaches.

Governor Mike Parson announced the appointments of the two statewide offices that will be vacated in January, the offices of Attorney General and Treasurer. Current Attorney General Eric Schmitt will replace Roy Blunt in the U.S. Senate. Current Treasurer, Scott Fitzpatrick was elected as Missouri's next auditor during the November General Election. Since both the Attorney General and Treasurer seats are not up for election until 2024, Governor Parson was able to make appointments to these two seats. The Governor appointed Andrew Bailey to serve as the state's next Attorney General. Mr. Bailey is a former prosecutor and Army veteran, having deployed twice to Iraq after the 9/11 attacks. He has served in the Governor's office since 2019 and is currently Parson's General Counsel. Just before Christmas, Gov. Parson announced that he is appointing Vivek Malek as the next State Treasurer. Mr. Malek, 45, of Wildwood, is a practicing attorney and business owner. He owns and operates the Law Offices of Vivek Malek. Both Bailey and Malek will be sworn in at the inaugural the first part of January.

The 2023 legislative session is slated to begin at noon on January 4<sup>th</sup>. The day will be mostly ceremonial, as newly elected Senators and Representatives will take their oath of office, followed by the Legislative Ball in the evening. Other dates of interest for the session include March 9 – 20 for the Legislative spring Break, with May 12 as the last day of session. We will continue keep you updated on all political news from Jefferson City and around the state as it occurs through our weekly legislative updates.

*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.  
Affton Fabricating & Welding  
All American Painting Co.  
AME Constructors  
American Steel Fabrication, Inc.  
Aqueduct Plumbing LLC  
Archview Metal Systems Co.  
Armanino LLP  
Aspen Waste Systems  
Bazan Painting Company  
Bell Electrical Contractors  
Benson Electric Company  
Bi-State Fire Protection Corp.  
BluSky Restoration  
Boyer Fire Protection  
C.E. Bollmeier Company, Inc.  
C. E. Jarrell Contracting  
Capital One  
Central Power Systems & Services  
Century Fire Sprinklers  
CK Power  
CK Supply  
CliftonLarsonAllen LLP  
CMIT Solutions  
CNA Surety  
CSA Advisors LLC  
Cardinal Elevator  
Century Fire Sprinklers, Inc.  
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  
Fabick CAT  
FastTrac Rentals LLC  
Federal Steel & Erection Co.  
Flooring Systems, Inc.  
Foreman Fabricators  
George McDonnell & Sons

Golterman & Sabo  
Grant Contracting  
Grasser Electric  
Guarantee Electrical  
H & G /Schultz Door Inc.  
Haberberger, Inc.  
Hanenkamp Electric  
Hansen's Tree, Lawn & Landscaping  
Hawkins Construction & Flatwork  
Hayden Wrecking  
Heitkamp Masonry  
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  
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](mailto: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](mailto: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](mailto:richard@stockenberglawfirm.com)

## **MEMBERSHIP**

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](mailto: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](mailto:chris@jdkutter.com) or executive director, Susan Winkelmann; [susan@asamidwest.com](mailto: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/>**

# Steps for Successful Asbestos Abatement



Companies expanding their facilities or revamping their buildings and infrastructure may encounter asbestos, a dangerous substance that requires professional abatement.

For centuries, asbestos was useful as a heat-resistant material for construction and insulation. However, it's also a highly dangerous substance, in any form and amount. Exposure can cause conditions like mesothelioma, asbestosis, and other ailments.

In the United States, builders widely used asbestos in construction until the 1980s, when public pushback began restricting it. But the substance remains present in many structures, schools, factories, residential buildings and more. Today, asbestos results in 39,000 deaths in the United States annually. Some 1.3 million workers in construction and industrial positions remain at risk to exposure, as well.

## Asbestos Risk Today

Asbestos is still legal. Nevertheless, Congress, anti-asbestos advocates, and the federal Environmental Protection Agency (EPA) are trying to ban the substance completely in any new applications. But even if legislators pass a full asbestos prohibition, the material will remain in many forms through the United States.

Asbestos is most likely to be present in buildings such as:

- ✓ Auto parts factories
- ✓ Textile mills
- ✓ Power plants
- ✓ Shipyards
- ✓ Schools

Asbestos is located specifically within:

- ✓ Vinyl floor tiles
- ✓ Roofing and siding shingles
- ✓ Textured paints and patching compounds
- ✓ Hot water and steam pipes
- ✓ Oil and coal furnaces

## Asbestos Contamination and Abatement

Exposing your workers or the public to asbestos through construction involves legal responsibility, potential fines, health, and wellbeing complications, and more. Fortunately, there are proven processes for safe asbestos abatement—which involves ways to control the release of asbestos fibers by sealing them in place or removing them for final disposal.

## Where Does Asbestos Abatement Apply?

Suppose you are renovating an older building. Construction and demolition begin, and during the gutting of the interior, you encounter suspect asbestos deposits.

You now must perform tests, and based on the results, you may have to proceed with abatement. These abatement processes must conform to strict local, state, and federal EPA and Occupational Health and Safety Administration (OSHA) guidelines.

Remediation rules are very precise—and the presence of even tiny amounts of asbestos will trigger their provisions. OSHA states that employee asbestos exposure must not exceed “0.1 fiber per cubic centimeter of air as an 8-hour time-weighted average.” Other rules state that asbestos-containing materials (ACMs) may hold only 1%-plus amount of the substance. So, it doesn't require much of the substance to require an asbestos remediation.

## Removing Asbestos

Some asbestos can be dealt with by encapsulation or enclosure. If the materials are friable (exceeding the legal amount of asbestos, and can be pulverized by hand), however, and can't be sealed in place, removal is required.

Once the contaminated material is removed, it needs to be placed in tagged bags and sent to a certified disposal site. Then the remediation team must clean the entire area and remove all the materials, including the soiled PPE. All this must be done according to best legal and safety practices to comply with relevant regulations.

Given the complexity of the abatement process, you'll want to turn to an asbestos abatement partner to oversee the operation. Choosing the right vendor will save you money, time, and resources, and ensure compliance.

## Vetting an Asbestos Remediation Partner

You can't afford to risk something as crucial as an asbestos abatement project to an untried and unreliable partner. When seeking a service provider, you must do due diligence and discover if the vendor has everything you need, in terms of equipment, personnel, and more. Consider the below as a start in your review.

### Make sure the candidate can provide:

- 1. An outstanding record:** The vendor should have a history in your region and industry in the efficient detection and removal or other treatment of asbestos sites. Read cases studies and see if you can obtain references and testimonials.
  - 2. The correct professional qualifications:** Review the personnel and their capabilities. All abatement contractors, asbestos inspectors, and supervisors, as well as the companies they work with (such as the disposal site operator), must have a physical license or certification. Find out if they offer abatement contractors and asbestos inspectors, as well as an asbestos project monitor (see number 7).
  - 3. Complete compliance capabilities:** Anyone engaging in asbestos-related activity must be aware of municipal, state, and federal OSHA and EPA requirements for the entire process. And they must comply with them.
  - 4. A documented removal/disposal plan:** This plan must include the removal, loading, and safe transportation of asbestos materials from the origination site to the final disposal facility. Also, be sure that the site operator is fully compliant, as well.
  - 5. All gear and solutions:** Be sure that this is a full-service vendor. Besides a qualified workforce, your vendor must also have the gear and tools to provide all the necessary testing, removal, and disposal equipment. You don't want any surprises if something arises you are unprepared for.
  - 6. Follow-up and certification capabilities:** A best practice is to certify the project, ensuring there was no escape of the asbestos being removed. A successful wrap is demonstrated by testing to certify the containment measures worked and the cleanup was properly conducted.
- An asbestos project monitor:** This professional isn't legally required, but they are great to have on an abatement team. The training and experience of an asbestos project monitor makes them ideal to execute the tasks in step 6. Additionally, after the final cleanup, the monitor can perform an air clearance to determine the abatement area is within proper levels and the decontamination was sufficient.

*For additional information regarding the ASA Safety Committee, or to join the committee, contact our Safety Committee Co-Chairs: Rose Kastrop 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](mailto: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](mailto: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 a committee today.](#)



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(Chris O'Hagan)

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**Awards Gala**  
(Rick Swanson)

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

**Safety**  
(Rose Kastrup | Steve Williams)

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SCAN QR CODE ABOVE TO REGISTER BEFORE JANUARY 25th



