

## JUNE

**June 12**

**ASA/SITE Networking Event  
CITYPARK Soccer Stadium**

## JULY

**July 17**

**BPI in a Box Lunch  
Syberg's on Dorsett**

## SEPTEMBER

**September 18**

**HAPPY HOUR**

**4 Hands Brewery  
The District**

## OCTOBER

**October 7**

**ASA MWC Golf  
Tournament  
Whitmoor Country Club**

**October 16**

**Member LUNCH Meeting  
Hankins Construction**

## NOVEMBER

**November 20**

**Member Breakfast Mtg.**

## DECEMBER

**December 4**

**Member Holiday Party  
Syberg's on Dorsett**

*For a complete list of all  
upcoming ASA MWC  
meetings and events visit  
[www.asamidwest.com](http://www.asamidwest.com)*

# JUNE 2024

Welcome to June, which also happens to be my last month serving as President of this great organization. It is hard to believe it has already been a year. Time really does fly when you are having fun. I must admit, when I agreed to step in as Secretary three years ago, I was dreading my eventual tenure as President. I was wrong to do so!

Being part of this organization has been one of the best decisions I've ever made. Has it been easy? No. The time commitment and responsibilities are significant, but the friendships gained have more than made up for any difficulties related to those things.

Being surrounded by a great Board of Directors really helped me as President. The ASA Board was always willing (and able) to help to do anything for the organization. Thank you to all the Board members for your support.

Beyond the Board, I owe a huge THANK YOU to ASA Executive Director, Susan Winkelmann. The reality is this: without Susan, there is no way I could have survived my year as President. Susan kept me on track and the ASA moving forward. Thank you, Susan.

Fortunately, I am leaving you all in good hands. Starting in July, Ryan Spell with Precision Analysis will take the Presidential wheel. Ryan has some great ideas and a real heart for the ASA. I am confident he will do a fantastic job and I wish him all the best.

If you have any reservations about being part of the ASA leadership, set those hesitations aside and jump in. Yes, it will take some work. Yes, it will take some time. But it will also be immensely rewarding. You will walk away from each meeting, each event knowing you are an integral part of something much bigger than yourself. That feeling, along with all the great friendships, makes it a must do!

Lastly, be sure to mark your calendars and register for the June 12<sup>th</sup> ASA and SITE networking meeting at City Park. This is not only a good opportunity to network with your fellow ASA members, but also to see and tour this amazing stadium. Hope to see you there.

Again, I want to thank everyone who supported me throughout my presidency. It was truly an honor to serve you all.

Denny Voss

Golterman & Sabo | President, ASA MWC  
314-402-5444 | [dennisv@golterman.com](mailto:dennisv@golterman.com)

**CITYPARK SOCCER STADIUM**  
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**June 12, 2024 | 4:00 to 7:00 p.m.**  
Deluxe Bar \* Appetizers \* Stadium Tours

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# SUMMER KICK-OFF NETWORKING EVENT

JOIN ASA AND SITE FOR A JOINT MEMBERSHIP NETWORKING EVENT!

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**CITY PARK**  
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**THIS EVENT WILL BE A GREAT WAY TO KICK OFF THE SUMMER!**  
WE ARE PARTNERING WITH SITE IMPROVEMENT ASSOCIATION FOR A **MEMBER** NETWORKING EVENT  
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**WE ARE LOOKING FOR BAR SPONSORS TO OFFSET THE VENUE COST | ONLY \$250 TO SPONSOR**  
**VISIT [WWW.ASAMIDWEST.COM](http://WWW.ASAMIDWEST.COM) TO REGISTER BEFORE JUNE 5TH.**

## ASA MEANS BUSINESS

### *Membership Benefits! How ASA Helps YOU!*

ASA's Legislative involvement on the State & National Level to provide representation of Subcontractors & Suppliers in the Construction Industry in Jefferson City and Washington DC.

Ongoing Work to Improve Laws & Regulations affecting the construction industry

Protecting Your Contract Rights via legislative and contract review activities

Chapter Contract Review Committee with member access to a library of reviewed GC contracts

Business Practices Interchange (BPI) sessions to gain first-hand knowledge of GC's, from peers

Building Your Business & Management Skills thru relevant training and resources provided locally & nationally

Enhancing Your Professional Status with area General Contractors via networking opportunities at our Awards Gala, GC Expo, and Golf Tournament.

Networking Opportunities with Subs & Suppliers who Share Your Concerns, and the opportunity to share ideas with peers

Outstanding Educational Seminars, Publications and Materials, to build your professional knowledge of the industry.

Assistance with improved Job Safety & Working Conditions with information and resources provided by ASA Midwest Council Safety Committee

Access to MEMBER ONLY Safety information, including monthly **TOOL BOX TALK** topics updated each month

**ASAdvantage** Programs provide member only discounts on important goods and services needed to conduct business efficiently

**Did you know?** ASA offers a discount on all your UPS shipping needs thru our ASA UPS Savings Program

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2024-25

## ASA Midwest Council Officers & Directors

*(Terms July 1, 2024-June 30, 2025)*

### Officers

#### *President*

*Ryan Spell, Precision Analysis, Inc.*

#### *Vice President*

*Matt Tucker, Affton Fabricating & Welding*

#### *Secretary*

*Scott Meyer, Meyer Painting Co.*

#### *Treasurer*

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#### *Immediate Past President*

*Dennis Voss, Golterman & Sabo*

### Directors

*Jon Brown, Archkey/Sachs Electric*

*Rose Kastrup, CSA Advisors*

*Rob Rolves, Foreman Fabricators*

*Rob Meeh, R.F. Meeh Co.*

*Ryan Hermann, TJ Wies Contracting*

*Stephanie Woodcock, Too Creative*

#### Chapter Attorney

*Richard Stockenberg,  
The Stockenberg Law Firm*

#### Executive Director

*Susan Winkelmann*

## Personal Selling in a Challenging Economy

### Tom Woodcock

### Seal the Deal



I've been around the sales block a few times in my life. I've seen trends and varying market conditions. I've gotta be honest, I've never seen what's taking place in the economy such as now. Many contractors are still thriving with the backlog they've established. Some are even having record years. Don't be fooled. When interest rates go up, construction slows. Period! Combine that increase with the inflationary aspect of building and eventually you price out construction consumers, regardless of the size of the customer or project. This my friends is about to happen. I've been sounding a clarion cry to my consulting clients and from the stage at every event I speak at. I think if most contractors are honest with themselves, they see it coming. So how do you counter a potential slowdown in construction?

There really is only one answer, sell! Not sell your business, but sell in general. By expanding your customer base you can counteract any slowdown that takes place in the market. This means getting out there with your existing customer base, to protect what volume with them you have continuing, and also hit targets that are an opportunity as well. The problem is, you have projects currently and have to manage them. Some of you may be at your wits end time wise to even take care of what you have. I completely get that. The first order of business is to evaluate your time management and determine where you can find some additional time for an increase in sales work. We all waste time if we're to be honest with ourselves, it's just human nature. Finding 3-4 extra hours in the week can result in 2 sales calls. If that's 2 more than you're doing now, you've increased your sales effort.

The second course of action is to qualify the existing or target accounts you want to pursue. Which gives you the most realistic bang for the buck in relation to time spent? Then determine the best way to connect with those individuals. Can you get them out for a lunch, meet them before an association meeting or catch them at a networking event? Any vehicle that can help get you face to face is worth the time committed. That needs to be your goal as most will rely on email or social media communication, ie: lazy selling. The more personal contact you have with existing or potential clients, the more you'll stand out from the pack. It's a more time consuming and expensive process but worth the investment of both.

Frequently, when the economy tightens and construction slows, the first reaction is to spend on marketing. Though there may be a legitimate reason to increase that spend, if it's not tied to a stronger sales effort then it ends up wasted. The point is to combine these two vehicles to have a significant impact on the marketplace. It's more common to put money into a website than increase the amount of time a company puts into their sales effort. It's the age old mentality that your marketing sells for you. This is rare in the sense that marketing can create interest but it's the sales work that lands the projects. Sales work isn't always easy either. There's a lot of rejection and often customers are hard to read. Understanding that sales is a numbers game though, the more people you're in front of, the more you'll succeed. It's a basic sales formula that cannot be denied.

We are almost at pre-pandemic levels in relation to personal contact. People are meeting and spending time together. Association attendance has increased significantly and major events are back on. These contacts should be a part of your regular sales regimen. Then begin to be creative in your approach. Learn your client's tastes and preferences. Cater to those tastes in your sales work. Small things make a difference and a customer will notice you took the time to understand them and their needs. As the economy contracts, most forecasters are saying a recession is either upon us or imminent, be prepared by setting your sales strategy. If you don't know how that's done, get help!

About the Author: With over 20 years of sales and sales management experience, Tom has mastered the art of negotiation, increasing corporate revenues, team building, and driving profitability through sales restructuring. Tom has led workshops at ASA's national convention, SUBExcel several times, and continues to inspire and excite his audiences.



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



**INTERESTED IN JOINING?  
WE ARE LOOKING FOR EMERGING LEADERS  
IN THE STL CONSTRUCTION COMMUNITY**



**For Information Contact-Ryan Hermann | YLPG Chair | [rhermann@tjwies.com](mailto:rhermann@tjwies.com)**

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



<b><i>June 12</i></b>	<b><i>ASA &amp; SITE Joint Networking Event CITYPARK Soccer Stadium</i></b>
<b><i>July 17</i></b>	<b><i>BPI in a Box Lunch Meeting-Subcontractor &amp; Suppliers Only Syberg's on Dorsett</i></b>
<b><i>September 18</i></b>	<b><i>Happy Hour 4 Hands Brewing Company at the District   Chesterfield</i></b>
<b><i>October 7</i></b>	<b><i>37th Annual Golf Tournament Whitmoor Country Club</i></b>
<b><i>October 16</i></b>	<b><i>Member LUNCH Meeting Hankins Construction Office</i></b>
<b><i>November 20</i></b>	<b><i>Member BREAKFAST Meeting Location-TBD</i></b>
<b><i>December 4</i></b>	<b><i>Member Holiday Casino Night Syberg's on Dorsett</i></b>
<b><i>January 29</i></b>	<b><i>23rd Annual Meet the GC Expo St. Charles Convention Center</i></b>



***SCAN QR CODE TO VISIT ASAMIDWEST.COM  
TO REGISTER FOR EVENTS & MEETINGS***

***ASA Midwest Council is on  
Facebook, Instagram, X & LinkedIn***

***Follow ASA Midwest Council  
for the latest news and information!***



## ATTENTION ASA MEMBERS | TIME TO RENEW YOUR MEMBERSHIP

**Dues Renewal payment due by June 30, 2024**

**INVOICES WERE EMAILED MAY 15th from [membership@asa-hq.com](mailto:membership@asa-hq.com)**

**If you did not receive your renewal invoice contact [susan@asamidwest.com](mailto:susan@asamidwest.com)**

### DID YOU KNOW?

**Your ASA membership is a company membership, so all employees are members of ASA for the low annual rate of \$945.**

**Questions? Contact [susan@asamidwest.com](mailto:susan@asamidwest.com) | 314.845.0855**

PROUD MEMBER



**Congratulations to the Flooring Systems, Inc. Clay Bird Team for winning the May 10, 2024 Sporting Clay Tournament  
ASA hosted 140 attendees at the sold out event & a great time was had by all!**

Thank you to our snack sponsor-Metal Supermarkets | Lunch sponsor -Nu Way

### **STATION SPONSORS**

ASA Women's Council | Bazan Painting Co. | CNC Foundations | Jarrell Mechanical Contracting | Luby Equipment Services | Meyer Painting Co. | Orion Environmental | R.F. Meeh | Swanson Masonry, Inc. | UHY LLP |





**Thank you to our 3 GC of the Year award winners Tarlton Corporation | Kozeny-Wagner | Helmkamp Construction for joining us on May 15th for an informative panel discussion about STL construction trends and predictions.**

***Pictured left to right Denny Voss, ASA MWC president; Michael Kozeny, Kozeny-Wagner; Kyle Ogden, Helmkamp Construction; Dirk Elsperman, Tarlton Corporation.***



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The 2024 legislative session came to an end on May 17 as mandated by the constitution, but the ending was quite unusual this year. Normally, legislators would be busy meeting in conference committees and trying to work out last minute details on dozens of bills before the final gavel at 6:00 pm. Instead, the Senate spent less than ten minutes in session on the final day, which capped off a year marked by party infighting and multiple, extended filibusters. The final week was really no different than the entire year, as very little work was actually done by the upper chamber including a record breaking 50-hour filibuster.

Although House members were able to pass several bills in the final weeks of session, they did not work full days, as they were waiting for the Senate to take up a number of priority bills, but in the end, that did not happen.

While there were numerous points of disagreement between the Freedom Caucus and other Republicans in the Senate all session, the main point of contention the final week was initiative petition (IP) reform. House members as well as the Freedom Caucus wanted language that stated only US citizens can vote and banning foreign money from interfering in the election process, which was called "ballot candy". While Senate Democrats filibustered the ballot candy language, moderate Republicans refused to use a parliamentary maneuver to force the issue through. Since House members refused to move on the issue without the ballot candy language, and Senate Freedom Caucus members would not allow the Senate to debate any other bills until the IP measure was approved, the final week of session saw little progress on many important pieces of legislation.

Despite there being over 2500 bills introduced this session, only 28 of those (excluding budget related bills) found their way to the Governor's desk. Notable bills that passed include all the bills that make up the nearly \$50 billion FY25 budget; SB754, a major public safety bill; SB894, which modifies several provisions to promote business development in the state; SB727, which expands charter schools and provides an increase in teacher pay statewide; HB2634, which prohibits state funding from going to Planned Parenthood; and SB748, which renews the all-important Federal Reimbursement Allowance for critical funding to hospitals, nursing homes, pharmacies and emergency services.

Governor Mike Parson now has until June 30 to decide the fate of budget items, and July 14 to make a decision on policy related bills that have reached his desk. Any vetoes issued by Parson may be considered for an override when legislators gather for the annual veto session on September 11. Any bills signed by the Governor will go into effect on August 28, unless they have an emergency clause or date specific implementation.

The focus now turns to campaign season as legislators running for reelection and for higher office will hit the campaign trail in anticipation of the August 6 primary election.

If you aren't receiving your weekly ASA Legislative Update via e-mail, please send email to [susan@asamidwest.com](mailto:susan@asamidwest.com) to be added to the distro list. *Nikki Strong, Strong Consulting Group.*



# ASA Midwest Council Members

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Kirby-Smith Machinery, Inc.  
Knapheide Truck Equipment  
Lawrence Fabric & Metal Structures  
Leach Painting Company  
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Lindberg Waterproofing  
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Luby Equipment Services  
Marketeer, Inc.  
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Midwest Construction Services

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The Stockenberg Law Firm  
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UHY LLP  
United Rentals  
USI Insurance Services  
Vee-Jay Cement Contracting  
Vision Electric & Systems  
Wipfli  
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**

**Did you know the safety committee provides Tool Box Talks each month? You can access this members only content by logging in to the website and then visiting <https://asamidwest.com/category/safety/>**

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**

One of the many benefits of your ASA membership is access to an extensive library of General Contractor contracts. 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 simply 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**

**ASA Continues to grow, we have welcomed 24 new members this fiscal year (since July1)**

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 Co-Chairs, Chris O'Hagan, JD Kutter. (314) 444-4949 [chris@jdkutter.com](mailto:chris@jdkutter.com). OR Rob Meeh, R.F. Meeh (314) 608-0361/[rjmeeh@rfmeeh.com](mailto:rjmeeh@rfmeeh.com)

## **PROGRAMS**

Calling all ASA members! Are there topics you want to learn more about? Do you have a suggestion for a speaker for an upcoming meeting? If you have any ideas or feedback, please contact our Programs Committee Co-Chairs: Chris O'Hagan, JD Kutter [chris@jdkutter.com](mailto:chris@jdkutter.com) (314) 444-4949 OR Dan Tucker, MC Mechanical Services [dtucker@mcservicestl.com](mailto:dtucker@mcservicestl.com) (314) 707-7595



***ASA Legislative Fly-In on Capitol Hill  
June 11-12, 2024***

Advocacy is a long game built on relationships. These relationships are often initiated and maintained by the work ASA members do during the annual walk on Capitol Hill. Evidence of our success includes the recent appearance by ASA's Andrew Christ from Compass Constructors in front of the House Small Business Committee and the visit by SBA Administrator Isabel Guzman to Andrew's business shortly after.

We don't get that kind of visibility without this kind of work. Let's make this year's fly-in the strongest ever.

Register today for the 2024 ASA Legislative Fly-In on Capitol Hill and help us make ASA a familiar name around Washington D.C.

To register visit |  
<https://members.asaonline.com/calendar/details/2024-asa-legislative-fly-in-on-capitol-hill-asa-board-meeting-984816>



## **The Foundation of the American Subcontractors Association (FASA)**

The Foundation of the American Subcontractors Association (FASA) was established in 1987 as a 501(c)(3) tax-exempt entity to support research, education and public awareness.

FASA is committed to forging and exploring the critical issues shaping subcontractors and specialty trade contractors in the construction industry. FASA provides subcontractors and specialty trade contractors with the tools, techniques, practices, attitude and confidence they need to thrive and excel in the construction industry.

**Mission:**

To educate and equip subcontractors and suppliers with the knowledge and resources they need to thrive in the construction industry. Additionally, FASA raises awareness about issues critical to and about construction in the United States.

**Initiatives:**

**FASA Cares** is the main initiative of FASA and will focus on Diversity & Inclusion and Suicide Prevention in the Construction Industry.

**For additional details visit  
[www.asaonline.com/foundation](http://www.asaonline.com/foundation)**



# Developing Your Confined Space Rescue Plan

When it comes to rescue operations, few scenarios pose as many challenges as confined spaces. Extracting workers from those tight, often hazardous environments requires meticulous planning and execution. Dialing 911 is not a plan.

## What is a confined space rescue plan?

A confined space rescue plan is a thoroughly crafted strategy outlining the procedures, equipment, and personnel required to safely extricate individuals from confined spaces in the event of an emergency. Confined space rescue plans are essential for work environments requiring workers to go into areas with limited or restricted entry or exit points and are not designed for continuous occupancy. These spaces can include sewers, tanks, and tunnels.

## Why is a confined space rescue plan important?

Confined spaces are inherently risky. Apart from being constricting and uncomfortable, these cramped, dark spaces are often stagnant areas where toxic and combustible gasses can accumulate.

The very nature of these spaces' present dangers, such as:

- **Limited access and egress:** Escape routes are often narrow or nonexistent, making them difficult to evacuate quickly.
- **Atmospheric hazards:** Poor ventilation can lead to oxygen depletion, toxic gas build-up, or combustible environments.
- **Structural hazards:** The potential for collapsing walls, falling objects, and unstable structures pose constant threats.
- **Engulfment hazards:** Liquids and granular materials can potentially engulf and suffocate workers and rescuers alike.

**Falling hazards:** Limited space and poor visibility can increase the risk of falls from ladders or platforms.

Confined space incidents can quickly escalate into life-threatening situations without the proper safety procedures. A well-developed plan not only helps in efficiently reducing individuals occupying the space, but also minimizes the risk of injuries and fatalities.

## OSHA standards

The Occupational Safety and Health Administration (OSHA) mandates specific standards for confined space work. A crucial element of these standards is having a written rescue plan for all permit-required confined spaces.

The confined space rescue plan must address several key points:

- **Identified hazards:** The plan should comprehensively list all potential hazards specific to the confined space, including atmospheric hazards, engulfment risks, and falling hazards.
- **Rescue procedures:** Different situations require different approaches. The plan should detail self-rescue procedures for minor incidents, non-entry rescue techniques for situations where entering the space is too risky, and full-blown confined space entry and rescue protocols for when rescuers must enter the confined space.
- **Required equipment:** The plan should specify the equipment necessary for each type of confined space rescue, including personal protective equipment (PPE) like respirators and harnesses, gas detection devices, winches and tripods for lifting, and communication tools. The tools and equipment must be readily at hand before entry.

**Rescue team:** The plan should identify trained and qualified rescue team members, outlining their roles and responsibilities during an emergency. It's important to note that technical rescue personnel are often trained in confined spaces for years before they're deemed competent to evaluate and perform rescue procedures.

OSHA's emphasis on a written confined space rescue plan underscores the importance of documentation and clarity in rescue procedures. Aside from being a concrete reference during emergencies, a documented plan facilitates training, drills, equipment maintenance, and periodic reviews to ensure ongoing preparedness.

## Types of confined space rescue procedures

Let's dive deeper into the three main confined space rescue procedures:



- **Self-rescue:** This involves providing workers with the tools and training necessary to extricate themselves from confined spaces. This may include pre-installed equipment like lifelines or escape hatches. Gas monitors can also be crucial in alerting a confined space team to hazards that are present as they enter or may develop during their work.

● **Non-entry rescue:** This method is strategically employed to minimize the number of individuals entering potentially hazardous environments. Rescue teams use equipment, such as tripods, winches, and other retrieval devices, to safely extract compromised individuals without endangering themselves.

- **Full-blown confined space entry and rescue:** This method is typically reserved when the first two confined space rescue procedures aren't feasible. This type of rescue operation requires highly trained rescue teams, specialized equipment, and adherence to strict safety protocols. Communication and continuous monitoring of environmental conditions, including air quality and potential hazards, are critical during this type of rescue procedure. Additionally, the entry rescue team should have at the very least, three key members:

- ✓ An attendant capable of executing non-entry rescue procedures
- ✓ A rescue entry supervisor who's aware of all confined space hazards and can verify safe entry conditions
- ✓ A highly trained confined space entrant who understands the hazards and has all the necessary PPE

Whether relying on self-rescue, non-entry rescue, or full-blown confined space entry and rescue, the goal is to extricate individuals swiftly and safely from confined spaces while minimizing risks to both the rescuers and those in need of assistance. The choice of rescue method depends on factors such as the nature of the confined space, the available equipment, and the level of training and expertise of the rescue personnel involved.

## Developing a confined space rescue plan

Crafting an effective confined space rescue plan involves careful consideration of the hazards and conditions unique to the work environment. Below are some best practices for developing a comprehensive plan.

## Risk assessment

Conduct a thorough risk assessment of the confined space, identifying potential hazards, entrance/exit points, and rescue challenges. This can involve using gas detectors to test the area for atmospheric hazards. This information forms the basis for developing appropriate rescue procedures.

## Training and certification

Ensure rescue personnel are adequately trained and certified in confined space rescue operations. Training should cover hazard recognition, proper use and inspection of equipment, and effective communication.

## Communication protocols

Establish clear communication protocols to facilitate coordination between rescue teams, workers inside the confined space, and external support personnel. Reliable communication is vital for swift and effective rescue operations.

## Regular drills and exercises

Conduct regular rescue drills and exercises to test the rescue plan's efficacy and identify areas for improvement. This practice helps keep rescue teams well-prepared and enhances their response capabilities.

## Update and review

Periodically review and update the confined space rescue plan to account for changes in the work environment, equipment, or personnel. An outdated protocol may lead to inadequate responses during emergencies.

A comprehensive rescue plan provides a solid foundation for implementing a swift and effective response to confined space incidents. However, your contingency plan will only be as good as the safety equipment you have. Invest in quality safety equipment such as gas monitors, fall protection, and retrieval devices to ensure your personnel can execute safety protocols properly.

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