

SEPTEMBER 2012

SEPTEMBER

September 12

Monthly Business Meeting
Soccer Park-Fenton

September 15-18

ASA Champions Academy
Alexandria, VA

September 27

Work in Progress Seminar
Mason Contractors Assoc.

OCTOBER

October 1

ASA MWC 25th Annual
Golf Tournament
Norwood Hills CC

October 10

GC Luncheon
Riverside Golf Club-Fenton

October 12-14

ASA MWC
Strategic Planning
Board Retreat

October 17

Monthly Business Meeting
Syberg's on Dorsett

October 25

Safety Webinar
*"How to build an in house
safety program on a budget"*

October 27

Scholarship Fundraiser
Tim Thomas Residence

NOVEMBER

November 14

Monthly Business Meeting
Soccer Park-Fenton

While reviewing construction revenues across the country, one thing certainly jumped out at me, we rank far off the pace in the St. Louis market. We can all make the excuses that we typically lag into and then out of recessionary economic climates, but I think all of us can look further under the covers to some realities.

We have a lot of positives in our city, low utility costs, quality water and endless supply, quality workforce, reasonable housing costs, very good schools, superior healthcare facilities, professional sports franchises and tremendous restaurants, etc. Why wouldn't companies want to build in St Louis?

My first question would be why have so many companies left to begin with? It would appear that we do not do ourselves any favors politically. The national recognition of our crime rates do not help our cause either as that is all people outside the area hear, they do not know that the city and county are separate and if combined they would likely never hear about crime statistics for our area.

Our once vibrant construction market has slowed to the point where many general contractors and subcontractors have gone out of business while others are evaluating how to stay in business. Critics would say we priced ourselves out of the market while others would argue that our quality workforce does the job right the first time, with less overall people on the project. There are critics out there that have always thrown the less productive dart at St. Louis, stating they can build 2 hours east or west for 20% less than in St. Louis. Where is the truth, who wants to admit it?? I know people who have lived their entire life in St. Louis who are claiming St. Louis is a dead city and looking for any opportunity to bolt.

Bottom line, we need to be aware of these perceptions and be willing to meet the challenges head on. I have seen work in other states that I would be very leery of entering the building after it was completed. I know the quality of our workforce; we need to promote a harmonious construction environment to anyone looking at St. Louis as possible location for their company. What that will take is a concerted effort from all as our civic leaders continue to try to convince business to come to St. Louis. They will need the assurances from the GC's and subcontractors who perform the work on these projects that the expectations can be surpassed before they even sit down to the table.

Are you part of the solution or the problem, get on the bus or off.

Sincerely,
Steven J. Giacin
President, Kaiser Electric
President, ASA MWC

**Soccer Park
One Soccer Park Road
Fenton, MO 63026**

Directions: From HWY 270, take the HWY 44 west ramp. Take the first exit for Soccer Park Road, turn right and then left into the Soccer Park Facility.



Next Event:

October 27th
Halloween Costume Party
To Benefit the Scholarship Fund

Tim Thomas Residence
7-12pm

\$50 per person includes
cocktails & appetizers

Prize awarded for best costume!!

susan@asamidwest.com to register

The Tom Owens Memorial Scholarship is 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.

ASA MWC NEEDS YOUR HELP
Consider joining a committee.

Membership

(Tom Woodcock/Jennifer Tichacek)

Programs *(Steve Albart)*

Golf *(Jeff Jordan, Don Aulph)*

Legislative *(Tim Thomas)*

Awards Gala

(Molly Spowal or Rick Swanson)

BBQ

(Kevin Douglas or Rick Williams)

GC Expo *(Tim Thomas)*

Safety *(Mike Sicking)*

Brand Development/PR *(AJ Ford)*

Technology *(Brett Hodson)*

Contract Review *(Dick Stockenberg)*

Most committees meet every 4 weeks except during event planning time.

**SEPTEMBER
BUSINESS MEETING
SOCCER PARK-FENTON
Wednesday, September 12th**

The September 12th ASA MWC Business Meeting will be held at a new venue. Soccer Park in Fenton is the location for the meeting and Mike Minicky with OSHA will be the speaker.

Please note that the September meeting is being held on the 2nd Wednesday of the month instead of the usual 3rd Wednesday, due to the ASA National Champions Academy in Alexandria, VA.

Mike Minicky will be discussing OSHA Partnerships and provide insight into upcoming OSHA guidelines in 2012.

The meeting begins at 5:30pm with BPI beginning promptly at 5:45pm. **The topic for discussion at BPI will be "What do general contractors look for on bid day? How to increase your chances of success."** The following general contractors will be discussed at BPI.

- Contegra
- Gundaker Commercial
- ICS
- Kozeny-Wagner
- Orf
- Tarlton

If you would like to add a general to the list, please contact Susan Winkelmann or fill out a request at the meeting. You must have a current BPI agreement on file to participate in BPI.

Join ASA Midwest Council, J.E. Foster Building Co., and R.G. Ross Construction Co. for a Meet the GC Luncheon on Wednesday, October 10th at Riverside Golf Club in Fenton.

The cost is \$25 for networking, lunch and soft drinks. 11:30am to 1:00pm. Advance reservation is required. Visit www.asamidwest.com for registration form, please RSVP to Susan Winkelmann by Friday, October 5th.

**ASA MWC
25th Annual Golf Tournament
Norwood Hills Country Club
Monday, Oct 1, 2012**



The 25th Annual ASA MWC Golf Tournament is scheduled for Monday, October 1, 2012 at Norwood Hills Country Club. Please see insert in this newsletter to register and choose your sponsorship level. For all the details visit www.asamidwest.com and our Facebook and LinkedIn pages for more information.

New this year we are featuring exciting course games to add to the fun! Balzooka, Break the Glass and Scattered Flags promise to ramp up the excitement and entertainment.

If you are not a golfer, please join us for the dinner and auction portion of the evening, cost is only \$60 per person for the dinner, cocktails, and the silent and live auction. The after golf festivities give you a great chance to network and bid on some great items.

We are looking for donations for the auction, so if you have something to donate please contact Don Aulph, Jeff Jordan or Susan Winkelmann.

**Safety Webinar
October 25th**

The Safety Committee will host a Safety Webinar on Thursday, October 25th at 10:00am. The topics covered will be:

- How to set up an in house safety program on a budget
- OSHA Training Requirements
- Required OSHA Record Keeping

Only \$20 to participate. To register for the webinar, send an email to susan@asamidwest.com.

Managing Risk

Don Ardolino

J.D. Kutter Insurance Associates, Inc.

At all times, but especially in today's construction environment, it is vitally important to be able to assess and manage risk.

In the construction arena there are numerous pitfalls that can impact the success of a project. One of the more dangerous situations involves incomplete or poor design documents, plans, etc. You must be certain to resolve all ambiguities prior to bidding and /or provide for a contingency fund within your bid.

Another potential problem is scheduling. Time related costs can be fatal to a project whether due to unexpected delays or accelerated schedules. Be certain that you can live within the time frames established by the bid documents. Although delays usually cannot be predicted, be aware that any delays increase overhead and production suffers. In the event of any such disruptions in the project, be very thorough in documenting all the facts to support requests for time extensions and/or claims for delay damages.

Contract language is a growing problem in the construction field as owners and, in turn, general contractors seek to push the risk and liability downstream. There are numerous one-sided contracts being used to release parties from wrongful acts and negligence. Many contracts are beginning to assess "actual damages" rather than specified "liquidated damages", and these can become astronomical. It is imperative to have your attorney review all contract documents and don't hesitate to walk away from the extremely onerous contracts.

In the current environment when contractors are going further afield to find work, geographic risks increase. The lack of extensive knowledge of owners, generals, subs, suppliers, etc. can be problematic when working in an unfamiliar area of the country. Unfamiliarity with the work environment, union vs. open shop issues and the availability of skilled workmen can be further challenges. Extremely thorough investigations and perhaps partnering with a local contractor can help minimize such risks.

A related type of risk is the temptation to venture into a new type of construction work, beyond the prior

experience of a contractor and involving a different scope of work. This is a path that can lead to disaster if not approached carefully and conservatively until expertise is gained.

In a tight bidding market, such as we are experiencing these days, the temptation to cut margins in order to secure work is a recipe for disaster. Relying on buying out a job well or improving margins by relying upon future change orders are precarious approaches. As long as there is a continuing flow of work a contractor may be able to "steal" from one job to fund another, however, as the work dries up, so do the repositories of money and the profits.

Another area of risk which is difficult for contractors to address is the ability to reduce overhead in a timely fashion when volume is declining. With the majority of construction firms being family-owned businesses, this becomes an extremely difficult task when forced to make cuts that will necessarily involve family members in order for the business to survive.

Once a risk is undertaken, a contractor needs to be aware of the methods of resolving disputes or claims, should they arise. The various methods involved are litigation, arbitration, mediation and negotiation. Each of these options carries its own idiosyncrasies and a contractor needs to be aware of the advantages and disadvantages of each system of resolution.

The main approach to managing risk is always with the pre-bid preparation, i.e., identifying sources of risk, reviewing contract documents, seeking ways to mitigate potential hazards and being extremely diligent in all phases of bidding and job execution.

Finally, the key to successful risk management lies in creating a culture within a construction company that focuses on methods to identify, classify, analyze and then respond to risk. It is a philosophy that should be pervasive throughout the company and exist throughout the cycle of a project, not just after a problem occurs, and requires a systematic approach.



Cabinet Masters, Inc.
350 N. Hancock, Ironton MO 63650
T: 573.546.9999 • F: 573.546.9998
"Simply The Best" www.cmibuild.com

Cabinet Masters, Inc. was founded in July 1996 by brothers Russell and Matt Dunn. The operation got its start in Belgrade, MO and nine months later moved to Bismarck, MO. Today, CMI is located in beautiful Ironton, MO, which is part of the Arcadia Valley, at the Eastern edge of the Ozark Mountains and near the highest point in Missouri, Taum Sauk Mountain. The production and corporate offices are in an original 140,000 square foot Brown Shoe factory just off of highway 21. Only 35% of the building is utilized, but there are plans for major growth over the next five years.

Currently, the company is a mid-size production facility with an emphasis on commercial plastic laminate cabinetry and millwork, all wood casework and trim, bars, borrowlite systems, countertops and panel systems. The staff includes production, accounting, estimating, CAD/Engineering, IT, drivers, installers, project management and sales. Through the use of programmed CNC's, saws, doweling and clamping equipment, along with edgebanding and "hang-out" systems CMI can deliver high-volume casework in a short period of time.

CMI has completed work all over the 48 contiguous United States for several key contractors in the St. Louis area. The diversity of projects include healthcare, primary and secondary education, financial institutions, colleges and universities, distribution facilities with a focus on alcohol and beer, tenant space revitalization and corporate re-location, government and sporting facilities. Although, the focus has been in St. Louis, in the very near future, expansion of the sales operations will include the Midwest and Southeast portions of the U.S.

Cabinet Masters is a member of the AWI (American Woodwork Institute) and complies with one of the organizations toughest standards, the Quality Certification Program otherwise known as QCP. This type of manufacturing requires a millwork company to meet the highest standards and tightest tolerances for the casework industry. Each and every project requiring the QCP must have documentation stating the manufacturing process, methods, materials and tolerances and on-site personnel will confirm the paperwork.

Evident of this article, Cabinet Masters recently joined the ASA Midwest Council and greatly appreciates the opportunity to be a part of the organization. Don Aulph, Sales Manager at Cabinet Masters, sits on the Board of Directors, is Co-Chair for the Golf Tournament and is affiliated with several other committees – BBQ, Gala, Legislative and Contract. The spotlight for Cabinet Masters, Inc. will truly be furthering the knowledge and expertise gained from being part of ASA MWC.

THANK YOU

to the following member companies that attended the August Business Meeting:

- | | | | |
|---------------------------------------|------------------------------------|----------------------------------|--|
| <i>AME Constructors</i> | <i>Common Sense Solutions</i> | <i>Hoette Concrete Co.</i> | <i>Safety International</i> |
| <i>AHM Financial</i> | <i>Corrigan Company</i> | <i>Irwin Products</i> | <i>Satellite Shelters</i> |
| <i>Air Masters/Gateway Mech.</i> | <i>The Daniel & Henry Co.</i> | <i>JJ Construction Services</i> | <i>Sandberg, Phoenix & von Gontard</i> |
| <i>American Burglary & Fire</i> | <i>Ductz of West St. Louis</i> | <i>Johnson Controls</i> | <i>Seal the Deal</i> |
| <i>American Steel</i> | <i>Dynamic Controls</i> | <i>JonDon</i> | <i>Seiler Instrument</i> |
| <i>Fabrication</i> | <i>Drury Company</i> | <i>KA Pazdera</i> | <i>Signature Craft</i> |
| <i>American Trailer & Storage</i> | <i>ELCO Chevrolet Cadillac</i> | <i>K & K Supply</i> | <i>St. Louis CNR</i> |
| <i>Bazan Painting Company</i> | <i>Energy Petroleum Co.</i> | <i>Luby Equipment</i> | <i>Stone Carlie</i> |
| <i>Berkley Surety Group</i> | <i>Enterprise Bank & Trust</i> | <i>Mays Maune McWard</i> | <i>Tulley Steel & Supplies</i> |
| <i>Bi-State Utilities</i> | <i>Envirotech Inc.</i> | <i>Montgomery Bank</i> | <i>UHY Advisors</i> |
| <i>Budrovich Contracting</i> | <i>Fabick</i> | <i>National Fire Suppression</i> | <i>United Rentals</i> |
| <i>CNA Surety</i> | <i>Fenix Construction</i> | <i>O'Donnell, Bonebrake</i> | <i>Voice Pro</i> |
| <i>C & R Mechanical</i> | <i>Firestone</i> | <i>Parkway Construction Svcs</i> | <i>West County Nissan</i> |
| <i>Cabinet Masters</i> | <i>Frost</i> | <i>Premier Rentals</i> | |
| <i>Cee Kay Supply</i> | <i>George McDonnell & Sons</i> | <i>RubinBrown LLP</i> | |

10th Annual Claybird Tournament To Benefit the ASA PAC

The 10th annual Claybird Tournament to benefit the ASA PAC was held on Saturday, August 11, 2012 at the Blackhawk Hunting Club. Over 40 participants enjoyed a day of shooting while raising funds for the ASA PAC.
(See pictures of winners below)



Individual Winner:
Chris Hyams with GS&S



A Flight Winners: Kevin Douglas,
Rick Williams, Lenny Perrone,
Gary Reynolds.



B Flight Winners: Zak Ancel,
Greg Ancel, Ben Hente, and
Dave Wilke. Team ARCO.



C Flight Winners: Steve Lawrence,
Dave Stulac, Jim Freeman.
(Jimmy Freeman not pictured)



\$25 per person
Advance Registration
Required

Please rsvp by
October 3, 2012
susan@asamidwest.com

Join
ASA Midwest Council
J.E. Foster Building Company
R.G. Ross Construction Company

Meet the GCs Networking Luncheon
Riverside Golf Club-Fenton
(BBQ & soft drinks will be served)

Wednesday, October 10, 2012
11:30 a.m. to 1:00 p.m.





Monday, October 1, 2012

Norwood Hills Country Club

11:30 a.m. Tee Time

Reservations Required

25th Annual

ASA MIDWEST COUNCIL GOLF TOURNAMENT

Registration Includes:

- Attendance Prizes
- Greens Fees
- Golf Cart
- Lunch
- Course Beverages
- Dinner
- Cocktails
- Live & Silent Auction

Contact Susan Winkelmann 314-845-0855
asamidwest.com or susan@asamidwest.com



REGISTER TODAY!

\$1180 per foursome
(includes skins, mulligans, eagle challenge & putting contest)

Shoot Out Contest is \$20 per person, limited to 50 golfers

NEW COURSE GAMES THIS YEAR \$10 per person/per game.

BALLZOOKA
BREAK THE GLASS
SCATTERED FLAGS

Sponsorships available, visit www.asamidwest.com for additional details

MANAGING PROJECT PROFITABILITY SEMINAR

FEATURING:

CHRIS O'HAGAN, J.D. KUTTER INSURANCE ASSOCIATES

JAMES WALKER, CNA SURETY

GREG PAULUS, CPA, RUBINBROWN LLP

THURSDAY, SEPTEMBER 27TH

8:00AM TO 11:00AM

MASON CONTRACTORS ASSOCIATION

(1429 S. BIG BEND ROAD, RICHMOND HEIGHTS, MO 63117)

\$40 ASA OR MCA MEMBER

\$50 FOR NON MEMBER ATTENDEES

RSVP TO SUSAN@ASAMIDWEST.COM TO REGISTER

A construction company's financial statement is based on a series of projections & accounting facts summarized within the "Work in Progress" Report (WIP). Critical decisions are made daily based on this information and outside professionals rely on its data because it speaks to many different characteristics of your company. Join the Mason Contractors Association and ASA Midwest Council to learn how to use this tool to accurately assess cash flow, profit projections and backlog implications.

ASA MWC EVENTS

Seminar-September 27, 2012

Golf Tournament October 1, 2012

GC Luncheon October 10, 2012

Safety Webinar-October 25, 2012

Scholarship Fundraiser-October 27, 2012

Seminar-December 5, 2012

Casino Night December 19, 2012

Meet the GC Expo-January 23, 2013

Awards Gala April 13, 2013

King of BBQ June 19, 2013

The month of August was very eventful on the political front! The primary election early in the month decided several controversial races, Speaker Steve Tilley resigned and the race for U.S Senator got very controversial toward the end of August. September will be busy with campaigns continuing and the annual veto session where there is discussion that the General Assembly will attempt to override the Governor's veto of a few bills.

The primary election was held on Tuesday, August 7. After a low voter turnout, the fate of several candidates in many controversial races was decided. Here is a quick recap of the primary winners: Incumbent Senator David Pearce (R) defeated challenger Mike McGhee (R); former Representative Ed Emery (R) and Representative Scott Largent (R) fought for this open seat with Emery winning; former Representative Mike Cunningham (R) defeated House colleagues Don Wells and Ward Franz (R); overwhelmingly, Representative Wayne Wallingford (R) beat colleague Ellen Brandon (R); Representative Jason Holsman (D) defeated Jackson County Legislator Crystal Williams (D); Representative Jamilah Nasheed (D) defeated Incumbent Senator Robin Wright-Jones (D) and House colleague Jeanette Mott-Oxford (D). These winners do not have a primary and will take office in January. One other controversial and notable primary win was incumbent Lt. Governor Peter Kinder defeated State Senator Brad Lager. Kinder's final fate will be decided in November when he takes on Democrat Susan Montee in November for the Lt. Governor seat.

Just one week after the primary election Speaker Steve Tilley resigned. Tilley was term limited and could not run for another term in the House. As you may recall, he ended his bid for Lt. Governor last fall, citing his recent divorce and wanting to spend more time with this family. Those same reasons prompted his early resignation. Tilley's term would have ended the first of January when the legislature resumed. Speaker Pro Tem Shane Schoeller will fill his shoes until Speaker-elect Tim Jones is officially voted in as speaker which could be as early as veto session.

Many were surprised on August 7, when U.S. Representative Todd Akin, won the Republican primary and was chose by Missouri voters to run in the November general election against Democrat incumbent, U.S. Senator Claire McCaskill. His primary win was less shocking than the comments he made shortly after his primary win while being interviewed on a local St. Louis news program. Comments Akin made regarding rape and abortion outraged people nationwide, earned several days of media attention and caused the leaders of the Republican party across the nation to pull their support from Akin begging him to step down. Akin refused to cave to the immense pressure he received, stating the people of the State of Missouri spoke clearly of their support of him when they elected him and he would not step down. There is still time for Akin to get out of the race and allow the Republicans to appoint someone to succeed him; however that time is narrowing. As of press time Akin is still refusing to step down. The greater significance of this race was that the Republican party saw Missouri as one of the best opportunities to take out an incumbent Democrat Senator which would move the Republicans one step closer to having a majority in the U.S. Senate. It now looks less likely this will happen. This will be an interesting race to watch between now and November.

Finally, the General Assembly's annual veto session will be held on September 12. There are a few vetoed bills the Republican lead majority will likely attempt to override. While the Senate must have a simple majority to override a veto of the Governor, the House needs 109 votes to override a Governor's veto. With the early departure of Speaker Tilley, the House has 105 Republican members, it would need to retain all the Republicans and convince at least 4 Democrats to vote with them to override a veto. As you may recall, the House was able to garner enough votes to override the Governor's veto of the redistricting bill last year. Nikki Strong.

ASA HAS BEEN A WONDERFUL ASSOCIATION TO BELONG TO AND HAS BROUGHT A LOT OF VALUE TO THE FIRESTONE ORGANIZATION. IN THE FEW MONTHS THAT WE HAVE BEEN MEMBERS, WE HAVE MET SO MANY MEMBERS AND HAVE BEEN FORTUNATE TO BE ABLE TO HAVE BUILT SOME WONDERFUL RELATIONSHIPS! WE ENJOY THE MONTHLY MEETINGS ALONG WITH THE GUEST SPEAKERS THAT WE CAN LEARN FROM TO ENHANCE OUR BUSINESS. WE ALSO ENJOY THE MANY EVENTS THAT ARE OFFERED BY THE ASSOCIATION TO ALLOW US TO NETWORK WITH VENDORS AND GET TO BUILD FRIENDSHIPS.

AT FIRESTONE, WE LOOK FIRST TO HELP ORGANIZATIONS THRIVE AND PARTNER WITH AS MANY COMPANIES THAT WE CAN TO BUILD RELATIONSHIPS. ASA PROVIDES US WITH SO MANY NATURAL WAYS TO BECOME PARTNERS BY USING MANY OF THE COMPANIES ASSOCIATED TO DO THE WORK NEEDED TO KEEP OUR 34 LOCATIONS UP AND RUNNING. WE ALSO HAVE OVER 400 EMPLOYEES AND THEY TO HAVE BENEFITED BY USING ASA MEMBER VENDORS FOR THEIR PERSONAL LIVES. BY BEING A TRUE PARTNER TO VENDORS, BY FINDING OUT HOW WE CAN HELP THEM GROW THEIR BUSINESS, ALWAYS COMES BACK AROUND TO OUR ORGANIZATION IMPROVING OUR BUSINESS. OF COURSE EVERY ONE DRIVES A VEHICLE, AND MANY OF THE VENDORS HAVE MULTIPLE VEHICLES TO TAKE CARE OF—WE HAVE THE PRODUCTS AND THE SERVICE TO HELP THEM KEEP SAFE ON THE ROAD ALONG WITH FLEET PRICING TO MATCH THEIR NEEDS.

WE LOOK FORWARD TO MANY MORE YEARS OF BEING ASSOCIATED WITH THE ASA, AND ARE GRATEFUL TO THE ASSOCIATION FOR PROVIDING US WITH THE PLATFORM!

RESPECTFULLY,
JEFF BORAZ
FIRESTONE COMMERCIAL SALES MANAGER
ST. LOUIS DISTRICT



If you think hiring a professional is expensive...

Wasting money AND wondering where your equipment is? For years, our free transportation and storage services have been helping project managers sleep better at night.

wait until you hire an amateur.



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www.Budrovich.com | 314-892-3030

PROFESSIONAL

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.

GOLF

Plans for the 25th annual ASA MWC Golf Tournament are in full swing. We have Mid America Golfing Events hosting some fun games on the courses. Registration forms have been sent out to all members and general contractors over the last few weeks, so please register today. We are marketing this event via several local restaurants and at www.localgolfoutings.com.

We are looking for donations for our auction as well as sponsors for the event. If you are interested in being a sponsor or would like to register a foursome, please contact Susan Winkelmann or co chairs Jeff Jordan or Don Aulph. Visit www.asamidwest.com for additional information..

MEMBERSHIP

Here we are again my fellow ASA members; it is that time of the year to look back on all of the companies that you were involved with, the business that you created and the great people that you interacted with this past year. The membership committee would like to make sure that you continue with us into 2012-2013. Some great events specific to the ASA - Midwest Council are: The 25th Annual Golf Tournament, Meet the GC Expo, Awards Gala, BBQ, Seminars and the list goes on.

The membership committee would like to make sure that you are there for all of these events. If you have any questions or concerns about renewing, please do not hesitate to ask myself or one of the membership committee members. Everyone involved with the ASA Midwest Council is committed to continue our growth within St. Louis and our prospective industries.

Jennifer Tichacek, Membership Chairman
C&R Mechanical Company

PROGRAMS

The program committee is busy planning ASA programming for fiscal year 2012-13. If you have suggestions or comments feel free to contact Steve Albart, Enterprise Bank,.

Upcoming meeting topics:

September	OSHA Partnerships
October	Rivers, Roads, Railways & Runways
November	Workman's Comp
December	Casino Night

SAFETY

The Safety Committee will host a safety webinar on Thursday, October 25th. Topics covered will include, How to set up an in house safety program on a budget, OSHA Training Requirements and Required OSHA record keeping. The safety committee is open to all ASA members and meets the last Tuesday of the month at 4:00pm at Helen Fitzgerald's restaurant on South Lindbergh. New members are always welcome.

If you are interested, contact Mike Sicking, Safety International, 314 486-3141.

CONTRACT REVIEW

The Contract Review committee has completed its review of the subcontract agreement used by Wright Construction Services, Inc. For a copy, contact Susan Winkelmann. If you use any subcontract that the committee has reviewed as an aide in negotiating subcontract terms with a GC or owner, we need feedback on what terms, if any you were able to change.

The committee meets monthly at the offices of Sandberg, Phoenix & von Gontard.
Dick Stockenberg, Sandberg, Phoenix & von Gontard.

ASA Meeting Sponsorship

Highlight your company at an upcoming ASA Monthly Meeting

It is only \$250 to be a meeting sponsor.

What do you get for \$250 ?

Full Color Sponsor featured on the 11x 17" placemat.

*Announcement at Meeting.
Slide in Meeting Presentation.
Recognition in Newsletter.*

Contact Susan Winkelmann
susan@asamidwest.com
314 845-0855

**ASA's National Construction
Best Practices Awards
Not Just for General Contractors!**

Is your firm among the many specialty trade contractors that are eligible to apply for ASA's National Construction Best Practices Awards?

In March 2012, ASA presented its first-ever National Construction Best Practices Awards to five construction contractors, including two specialty trade contracting firms. ASA grants the awards annually to recognize contractors that implement superior business practices such as safety management and prompt payment of subcontractors.

Any construction contractor, including a specialty trade contractor, that has signed a contract for construction services during the past year directly with a construction owner is eligible to apply for a National Construction Best Practices Award.

The application should include a completed application form, properly signed and sealed recommendations from three of the applicant's subcontractors, a copy of the applicant's standard subcontract agreement, and the \$495 application fee.

Applications are due Nov. 16, 2012.

ASA will announce award recipients in January 2013 and present the awards at a ceremony in conjunction with the ASA Business Forum and Convention 2013 in Las Vegas, Nev., March 21-23.

Download an application form and learn more under "Education & Events" at www.asaonline.com.

**Have an Ethics Program?
You're a Prime Candidate for
ASA's Excellence in Ethics Certificate**

Both private and public owners are increasingly requiring contractors and subcontractors to implement ethics codes and/or training programs. Federal government regulations, for example, require contractors and subcontractors working under federal contracts over \$5 million and lasting more than 120 days to implement a Contractor Code of Business Ethics and Conduct.

If your firm has implemented, or is in the process of developing, an ethics code or training program, it is in a favorable position to apply for the ASA Excellence in Ethics Certificate, which requires applicants to submit documentation of their ethics programs. Applications for ASA's 2012 certificate are due **Dec. 7, 2012**. The certificate is a great way to demonstrate your company's commitment to ethics and differentiate itself from the competition.

Learn more and download an application form under "Education and Events" at www.asaonline.com.

SAVE THE DATE

Take advantage of special rates and reserve your room at Planet Hollywood Resort and Casino in Las Vegas, Nev., for the ASA Business Forum and Convention 2013. Business Forum participants who stay at Planet Hollywood receive a \$400 discount off their convention registration fees and enjoy a discounted room rate of \$149 plus tax per night. The discounted room rate is available only through Feb. 19, 2013.

The Business Forum, which is set for March 21-23, 2013, is ASA's flagship national education and networking event. The convention will offer dozens of educational sessions designed to help construction subcontractors manage their businesses, as well as a GC Expo and other special events.

Planet Hollywood boasts luxurious accommodations, world-class shopping, gourmet dining, three acres of gaming action, a European spa, a designer pool, and perhaps the hottest nightlife on the Vegas Strip.

Visit the ASA Web site, www.asaonline.com, and click on "Register for an Event" to register and reserve your room.

Confined Space Entry Safety, are you Prepared?

Michael Sicking, Safety International, LLC

Confined space entry is one of the leading causes of occupational fatalities in this country right behind fall related fatalities. The standard covers 240,000 workplaces and 12.2 million workers. Workers make 4.8 million entries/year and it is felt that this standard alone may prevent 85% of fatalities and nearly 11,000 injuries.

So what is the definition of a confined space?

- Limited means of egress
- Can be bodily entered
- Not designed for continuous occupancy

What is the definition of a permit required confined space?

- Contains or has potential to contain a hazardous atmosphere
- Contains the potential for engulfment (this means lungs filled with water, grain, dirt, etc.)
- Internal configuration that can trap or asphyxiate entrant
- Any other serious safety or health hazards

Typical permit confined spaces can be Chemical storage tanks, Waste or storage pits, Grain bins, underground tunnels, sewers, just to name a few.

Typical non permit required confined spaces can be Utility closets, Below-grade trenches, Storage vaults, Utility subbasements

There are a number of potential confined space hazards. They include Engulfment, Oxygen deficiency (19.5% or less), Oxygen enrichment (23.5% or higher), Flammable gases or vapors, Combustible dusts, Toxic substances, IDLH atmospheres, or other physical hazards.

Before entry into a known permit required confined space or entry into a confined space that has not been previously classified as a non-permit required confined space, atmospheric testing for hazards must be tested for in this order:

1. Oxygen content
2. Combustibility/flammability
3. Toxic atmospheres.

This is usually done with a multi-function atmospheric testing device that is readily available from safety supply stores. The hazard must then be reduced to acceptable safe limits.

So what are your responsibilities as an employer?

- Formulate and manage the confined spaces program. This includes a written confined space entry plan made readily available for employees to view.
- Maintain a space inventory of known confined spaces
- Maintain a list of “Authorized Personnel”
- Maintain copies of space permits
- Direct the confined space training program which includes formal documented training for all entrants, attendants, and supervisory personnel.
- Maintain rescue equipment if you choose to perform your own rescues.
- Coordinate any subcontractor activities who are working for you.

There is by far too much to write about confined spaces that the size of this article will permit. What I have outlined so far are a few of the definitions and responsibilities about confined spaces that are part of a much more detailed confined space entry class that I teach to companies and their employees. My main goal of this limited venue is to get “**you the employer**” thinking about your own situation.

- Do you encounter confined spaces?
- Do you have any type of confined space entry program?
- Are you testing regularly for hazards?
- Are you confident that all your employees are trained and that you have documented it?
- This is an important subject and it needs your immediate attention if you are unsure about any aspect of confined space safety.

As always, if I can be of any assistance please feel free to contact me.

Stay Safe!

Michael Sicking

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QUESTIONS??

Contact Susan Winkelmann
susan@asamidwest.com or 314 845-0855

