

APRIL 2011

April

April 9

Awards Gala—
Four Seasons Hotel

April 20

Monthly Business Mtg.—
Syberg's on Dorsett

May

May 18

Monthly Business Mtg.—
St. Clare Hospital Exec. Ctr.

June

June 1

Pub Crawl—
Westport Plaza

June 15

Annual ASA BBQ—
Queeny Park

July

July 20

Monthly Business Mtg.—
Helen Fitzgerald's

August

August 17

Monthly Business Mtg.—
Location TBD

September

September 17-20

Champions Academy—
Arlington, VA

September 21

Monthly Business Mtg.—
Syberg's on Dorsett

It's been a few weeks now since we've returned from the 2011 ASA Business Forum & Convention and I'd like to take a minute to tell you how impressed I am with our very own Midwest Council. Convention is a great time to compare notes with other chapters from all over the country and to learn from one another. Once again, Midwest Council was one of the stars. Not only did we have the most delegates attending, by far, but we are also heavily represented on the national level. Midwest Council members Walter Bazan and Tom McDonnell are on the National Board and Mike Smith and Tim Thomas are on National committees. Reba Gillick is the chair of the Executive Directors' Council and served as the facilitator for the Executive Directors' sessions. Member Tom Woodcock lead several of the conference presentations – many the most popular of the weekend. To borrow a line from Southwest Airlines – I'm not saying other chapters are bad; we're just awesome!

In so many ways, Midwest Council rises to the top – and we have all of you to thank for that. Let's all give ourselves a pat on the back for all that ASA Midwest Council accomplishes.

Thanks to everyone who attended the 1st Annual Scholarship Fundraiser at Shaw Park – we raised more than \$1,000 for college scholarships for local students.

Onward and Upward,

Chris Milne

Oreo & Botta Concrete

President - ASA Midwest Council

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

(Directions: Exit Highway 270 North at the Dorsett exit. Go right and make left onto Old Dorsett Road. This is the old Joe Hannon's location and next to the Quality Inn.)



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April Meeting

The April 20th business meeting will be held at Syberg's on Dorsett and feature President of the St. Louis Cardinals, Bill DeWitt, III. He will share his prediction for the coming season and stories of the Cardinals.

The meeting begins at 5:30 p.m. with BPI starting promptly at 5:45 p.m.

The following general contractors will be discussed at BPI:

- Contegra
- C. Rallo
- Hankins
- HBD
- United Construction Enterprises

Meeting Location Changes

We have several changes taking place over the next couple of months in regards to meeting locations.

We are looking for a new south meeting location (due to the fact that the Viking is raising the price and we don't want to pass that increase on to you) and have decided to go to **St. Clare Hospital's Executive Conference Center** in Fenton (Highway 141 & Bowles) for the **May 18th** meeting. They will allow our members to park in the doctor's parking lot and there is a separate entrance that leads directly from the parking lot to the conference center or you can enter the hospital and immediately walk down the staircase to the conference center. You will not be parading through the hospital or even feel like you are in a hospital.

This WILL NOT be hospital food! They have their own catering department and we will have beverages as usual. We believe that this new facility meets our needs and we want you to try it out and give us your feedback. In addition, there is a great patio area just outside the conference center.

The Annual **BBQ** will be on **June 15**, in lieu of our regular meeting, at **Queeny Park** so plan to have a booth. Hours will be from 3:00—7:30 p.m. Letters to members were sent out last week.

Reserve your booth now as space is limited.

The **July 20th** meeting will be a networking meeting with goals from our 2011-2012 president-elect, A.J. Ford. This meeting will be held at **Helen Fitzgerald's**.

Please mark your calendars and try out our new locations.

Tickets for the Troops Campaign

The Midwest Council is collecting Cardinals tickets to donate to the USO for troops on leave during the July 4th holiday. This has been a very successful campaign in the past collecting over 272 tickets worth almost \$19,000 last year.

Please donate your tickets from July 4—July 10. Tom McDonnell from George McDonnell & Sons will be collecting tickets or you can mail to the ASA office.

When soldiers receive the tickets, we ask that they send a picture of themselves at the game. Pictures can be viewed on our website at www.asamidwest.com from previous years under the charity tab.

This is a great way to give back to those who serve our country for our freedom.



In Deepest Sympathy

Our sympathy goes to Jeff Jordan of JJ Construction Services and his family for the passing of his step father, Bob Roberts in early March. Memorials may be made to **Jefferson County Rescue Mission**, P.O. Box 210, Pevely, MO 63070 or **Habitat for Humanity**, 100 Bailey Rd, Crystal City, MO 63019.

Jeff is a past president of the Midwest Council and golf committee co-chairman.

Your Customers Want Your Financial Statements?

By: Mark O'Donnell, O'Donnell, Bonebrake

General contractors have been asking for financial information from subcontractors for quite a while, but it is apparently becoming more common as economic stress has weakened the financial position of many subcontractors, thereby creating widespread concerns about business failures in 2011.

Clearly, you can decide not to give the general contractor the information and forgo the potential work. Or perhaps you can provide them with some information and not over disclose the details of your financial statements. Consider these three approaches:

1. Issue a condensed version of your financials. Generally accepted accounting principles do not require the level of detail that is commonly provided in financial statements prepared for a bank or a surety. For example, you can reduce your income statement down to seven lines; revenue, cost of revenue, gross margin, operating expense, other, income tax and income. There is no specific requirement to provide additional detail, although some additional information will be disclosed in the footnotes. Your balance sheet can be 'compressed' as well.
2. If a schedule of jobs in progress and or completed jobs is required; rename the jobs to a,b,c etc., remove all detail except gross profit and over/under

billed on specific jobs, and provide only totals on the remaining items (total contract amount, cost and gross profit, cost to date, billed to date, etc.). That should give them enough information to evaluate the work in progress accounts without providing too many details on a specific job.

3. Obtain a confidentiality agreement. Once you give a customer your information, you don't want it to be shared with others. If you still are concerned, watermark each page of the statements with the name of the recipient and reference to a confidentiality agreement.

Another item to revisit is the classification of cost between cost of revenue and operating expense. We frequently note that indirect cost related to construction projects are charged in the operating expense section. This kind of misclassification will indicate to the reader that your gross profit on jobs is higher than actual...definitely not what you want to hand to your customer. Your accountant can help you with the distinction between indirect job costs and operating expense.

Even though these approaches will provide less damaging information about your company than the typical financial statement, it is still more than many are willing to share. It is a tough call.



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Bi-State Fire Protection Corporation maintains ongoing continuing education programs for our professional design staff, keeping abreast of the applicable NFPA fire standards and their interaction with the local building codes, including the more recent IBC building code versions.

THANK YOU

to the following member companies who attended the March Meeting:

A.R.T. Concrete/Tool Supply	Fabick Rents	Mays-Maune-McWard	T.J. Wies Contracting
AHM Financial Group	Fenix Construction	Midwest Aerials & Equipment	TaylorMade Construction
Air Masters/Gateway Mech.	Freeman Contracting	Midwest Hauling	Total Lock & Security
American Burglary & Fire	Frost	Nu Way	Tulley Steel & Supplies
American Steel Fabrication	Gallop, Johnson & Neuman	O'Donnell, Bonebrake & Co.	UHY Advisors
Bazan Painting Company	George McDonnell & Sons	Oreo & Botta Concrete	United Rentals-Aerials
Bell Electric	Greensfelder, Hemker & Gale	Parkway Construction Services	Wolf Law Group
Bi-State Utilities	Hanenkamp Electric	Pick Up Outfitters	
Briner Electric	Hanneke Hardware	Professional Installers	
CNA Surety	Hilti	RSC Equipment	
Cee Kay Supply	Hoette Concrete	RubinBrown	
Cohen Arch. Woodworking	Irwin Products	Sachs Electric	
Common Sense Solutions	J.D. Kutter Insurance	Safety International	
Daniel & Henry Company	K & D Counter Tops	Schaeffer Electric	
Dawson-Dodd Htg & Cooling	Kaiser Electric	Seiler Instrument	
Duct Systems, Inc.	Larson Allen	Shapiro Brothers	
ELCO Chevrolet	Lindberg Waterproofing	St. Louis CNR	
Enterprise Bank & Trust	Luby Equipment	Stylemaster Apparel	
Erb Equipment	MSI Motor Service, Inc.	Sun Rental	



New Midwest Specialty Rental Company Uses Technology to Streamline Construction Site Security

A newly formed mobile surveillance company in the Midwest is simplifying construction site security. [24/7 Onsite Cameras](#) is using advanced technologies and a variety of rental video surveillance products to provide companies with wireless solutions for monitoring job sites remotely. The company is a full service provider for temporary or long-term wireless video surveillance systems and a dealer for the Videofied product line, utilizing totally wireless motion detectors to provide instant video alerts of intrusions.

The company sells and rents Rental Surveillance Units to construction companies, entertainment venues, federal and local law enforcement authorities, State Department of Transportation and other commercial and industrial companies where remote monitoring is necessary or assets are at risk. 24/7 Onsite Cameras products can eliminate jobsite theft, improve worker productivity and increase safety awareness for clients throughout the Midwest.

Former equipment executive Keith Jackson founded 24/7 Onsite Cameras with the end-user in mind. "We give our customers the solutions they need with instant access to monitor their properties from almost anywhere in the world," Jackson said. "We will rent one of these units by the day, week, month or year based on the temporary need of the customer. It can be set up and operational within minutes of arriving on site."

The recent addition of Videofied means 24/7 On Site Cameras can also provide customers with an unplugged, affordable, extremely portable construction site security system. Featuring movable remote sentries that provide instant video alerts of intrusions, the system can be installed anywhere. "It can be can be set up quickly, directed at specific assets such as equipment or material deliveries to protect against theft or vandalism," Jackson said.

Founded in 2010 by Jackson, 24/7 Onsite Cameras, Inc. specializes in temporary security solutions carrying products that eliminate the need for wiring and lengthy set up time. Rental units are delivered to the customer's site 24/7/365. For more information on the company's products as well as custom units please visit the company's website (<http://www.247onsitecameras.com/>).

For more information, please contact:
Keith Jackson
877-411-2471
www.247onsitecameras.com



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PROFESSIONAL

Make plans to attend the 5th Annual
King of BBQ at Queeny Park

on Wednesday, June 15, 2011
(this will replace our regular business meeting)

3:00 p.m. – 7:30 p.m.

Must enter Queeny Park at Weidman Road entrance.



GET YOUR BOOTH NOW

20x20 BOOTH \$200

20x30 BOOTH \$275

20x40 BOOTH \$325

NON-MEMBER PRICES ARE HIGHER.

Requirements to participate include cooking some type of BBQ or bring some food item to share with guests and help in supplying drinks.

Trophies will be awarded to the top 3 BBQ winners.

To reserve your space, contact Reba at the ASA office (314) 214-1664
or Rick Williams, A.R.T. Concrete (636) 875-0111
or Kevin Douglas, Freeman Contracting (314) 575-4670

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Day at the Capitol

Day at the Capitol on March 9 was attended by many ASA members. The attendees split into groups and walked the halls handing out information on the additional insured bill. Here is a brief recap of the bill:

ASA is asking the Missouri Legislature to support HB696 and SB290 which if enacted would modify provisions relating to the treatment of indemnification, insurance and hold harmless clauses within construction contracts.

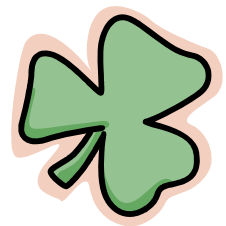
Why is the legislation in HB696 and SB290 needed?

- A subcontractor performing work on a job site should not be held liable for situations and instances whereby the sub was NOT the cause of the damage.
- Subcontractors should not have to buy insurance for owners and general contractors to insure them against losses they suffer as a result of their own negligence.
- This type of unfair risk transfer makes a job site less safe, by allowing those responsible for a safe work place to shift the risk down stream to others, thereby not being held accountable for their own responsibilities and actions. That only encourages a relaxation in safety.
- This type of additional insurance coverage is forcing the cost of liability insurance to rise for Subcontractors.
- It is becoming more and more difficult for Subcontractors to find insurance companies willing to provide this type additional insurance coverage due to unending line of risk the subcontractor is subjected to; yet has no control over.

PLEASE SUPPORT HB696 AND SB290

St. Patrick's Day "Bloody's, Beer and Breakfast"

Fundraiser benefiting the Tom Owens Memorial Scholarship Fund



The St. Patrick's Day scholarship fundraiser was a great success! We raised over \$1,000 for the scholarship fund and the day was beautiful.

Thank you to all who contributed to organizing the event: Chris O'Hagan, Sandra Wilmoth, Steve Giacin, Tim Thomas and Dick Stockenberg.

If you were unable to attend but still wish to donate, please send your checks made payable to the Tom Owens Memorial Scholarship Fund to the ASA office.

Notices

Notice of Amendments to Bylaws

Notice is hereby given that a regular meeting of American Subcontractors Association, Midwest Council shall be held on Wednesday, April 20, 2011, at 5:30 p.m. at Sybergs, 2430 Old Dorsett Road, Maryland Heights, Missouri. The purpose of the meeting is to vote on amendments to the bylaws regarding nominations and terms of service of directors.

Notice of Annual Meeting

Notice is hereby given that the annual meeting of the American Subcontractors Association, Midwest Council shall be held on Wednesday, May 18, 2011, at 5:30 p.m. at St. Clare Health Center, 1015 Bowles Avenue, Fenton, Missouri. The purposes of the meeting are: (1) the election of directors; (2) the review of financial statements; (3) the consideration of resolutions; and (4) vote on amendments to the bylaws; and (5) such other business that may properly come before such meeting.

Steve Giacin, Secretary

The month of March was a short but busy month in the Missouri General Assembly. March is typically when the legislature adjourns for its annual week long Spring Break. Spring Break began this year on Thursday, March 18 and resumed on Monday, March 28. This month ASA held its Annual Legislative Day at the Capitol, the House focused on many issues in particular its version of the fiscal year 2012 budget, and the Senate began debate on many controversial issues in the construction industry, including Workers' Compensation, right-to-work and project labor agreement legislation.

The ASA Legislative Day at the Capitol went over with a bang. Our flyers were handed out and received positive responses. I would like to thank all those that attended! It was a great day and good to have everyone in the Capitol!

House Bill 696 sponsored by Rep. Don Gosen, otherwise known as the "Additional Insured" bill received a hearing in the House Insurance Policy Committee. In short, HB 696 modifies the law that limits indemnity agreements in construction work contracts. Rep. Gosen did an excellent job explaining the bill to the Committee and why the bill is needed. There were few questions asked and very few witnesses who testified for or against the bill. Proponents of the bill were: Michael Smith; ASA; Terry Briggs with SITE Improvement Association and Shannon Cooper on behalf of the Construction Employers Coalition. Opponents of the bill included: Massman General Contracting from Kansas City and the Missouri-AGC. I will keep you posted as the bill moves through the legislative process.

The House Budget Committee finished debating the 13 bills that make up the state's fiscal year 2012 budget on Tuesday, March 29. There was very little controversy on the House side in both Committee and in Floor debate regarding passage of these bills. Once the process began, it moved along in record time. The Budget Chairman, Rep. Ryan Silvey, was given the credit for such an efficient process by being fair and working through the budget process with parties on both sides of the aisle. The nearly \$23 billion budget now heads to the Senate for its consideration; however, it is expected to be a much more controversial process in the Senate than it was in the House.

House Bill 61 was passed out of the House. In short the bill states the minimum wage in Missouri can't exceed the federal minimum wage and places a minimum wage on workers receiving gratuities at \$3.63 per hour which is

actually higher than the current federal wage. The supporters feel if this bill is not passed, our state is at a competitive disadvantage with neighboring states, jobs will be reduced in Missouri, Missouri could face a double adjustment with a Missouri increase and a federal increase, and if not fixed, current law could create uncertainty in labor costs for employers. This bill is now in the Senate awaiting a hearing.

One of the most talked about bills all session has been SB1 or the right-to work bill, sponsored by Senator Luann Ridgeway. The bill finally received floor debate in March. The Senate Chamber filled with opponents and proponents of the measure; however, the bill was only debated for about three hours, then laid over on the informal calendar. There has been no word on when or if the bill will be taken up again for debate. This bill has a long road ahead of it in the Senate as it has bi-partisan opposition. Stay tuned!

Senate Bill 8, sponsored by Sen. Jack Goodman, was passed out of the Senate last month. If enacted into law, Senate Bill 8 is designed to protect Missouri employees from personal lawsuits caused by honest accidents while at work. The bill would only hold co-employees accountable if he or she purposefully and/or dangerously caused harm to another employee. The purpose of the bill was to repeal an appeals court decision. In the lawsuit, an employee with the City of Kansas City was injured when a co-worker lost her grip on a high-pressure hose, causing the hose to sway and hit the employee in the eye. As a result, the employee was blinded in that eye. After settling the workers' compensation claim, the employee brought a civil negligence lawsuit against the co-worker. SB 8 also specifies that occupational diseases are covered under workers' compensation laws, unless employers intentionally put their employees at risk. Nikki Strong

If you are not receiving my weekly legislative updates, please contact Reba Gillick. As always if you have any questions regarding any legislation or anything happening in Jefferson City, please do not hesitate to contact me.

**I have a new email address:
nikki@strongconsultllc.com.**

What Has ASA Done for T.J. Wies Contracting?

ASA is a valuable piece in any subcontractor's portfolio. For T.J. Wies Contracting, ASA offers many programs that have helped us keep on top of the constantly changing construction industry.

The information that is presented at the monthly meetings, BPI and in this newsletter makes sure that important topics in construction stay in the forefront of discussion. The legislative updates that ASA provide are a great way to keep educated on the ongoing governmental issues that affect the industry. Also, the contract review committee is a fantastic resource to utilize to make sure that items in a contract are fair for the subcontractor.

Lastly, don't forget the networking aspect of ASA. The endless advantages to participating in any of ASA's events have had a lasting impact on the progress of T.J. Wies in the construction community. Valuable relationships have been made and strengthened by attending events like the BBQ, the Awards Gala and Meet the GC's.

All this and more is what makes ASA a vital part in keeping T.J. Wies Contracting, Inc. informed and moving forward in the construction industry. Christopher Kuni

Placemats

We are replacing the bar sponsors with Placemat/Dinner Sponsors. The 11X17" color placemats will be at each place setting and feature 4 sponsors per month. In addition, a listing of upcoming events will be in the center of the placemat.

Cost is \$250 per sponsor. If you are interested in being a sponsor, please let Reba know. A sample is below.

The sample placemat is divided into several sections:

- Top Left:** Advertisement for Castle Contracting, "Serving Specialty Contractors in St. Louis for 16 years".
- Top Center:** ASA Midwest Council logo and name.
- Top Right:** Advertisement for nu way Rents, "Renting The Construction Industry Since 1952".
- Middle Left:** Advertisement for TRAMELLI, "And much, much more!".
- Middle Center:** "Upcoming Events" calendar listing meetings for April, May, June, and July.
- Middle Right:** Advertisement for Midwest Aerials & Equipment, Inc.
- Bottom:** Contact information for the ASA Midwest Council, including a Facebook link and a "Place Your Sponsor Here \$250/Month" call to action.

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Each month you will receive an update on each committee within ASA to keep you informed of what the committees are doing for you. Below are this month's updates.

MEMBERSHIP

The membership committee met to review visitors and guests that came to the Meet the GCs. We are currently calling them to invite them to join ASA Midwest Council. If you brought a guest or met someone who came to the Expo and was a non-member, we would certainly appreciate your touching base with them as well. We are currently planning another membership drive program as well as some alternative ideas to help secure members and make sure they realize all the benefits of ASA. Any help you would like to contribute to meeting this end would be greatly appreciated. Tom Woodcock

PROGRAMS

Programs have been scheduled out for the entire year. (All topics are subject to change)

- April Bill DeWitt, III with Cardinals
- May GC Gala Winners
- June Annual Vendor BBQ
- July Networking with 2011-12 Goals
- August DEA
- September SCORE, Gary O'Grady
- October Social Media, Joe Blanner
- November General Contractor
- December Casino Night

If you have any suggestions for programs or seminars, please let me know. Rick Williams

SAFETY

Once a year, the safety committee asks each ASA member to complete a safety evaluation form which includes a copy of their OSHA 300A log. Each members' total injury rate, total OSHA recordable injury rate, total OSHA lost workday case rate, and lost workday rate, without a fatality, are scored through a weighted process and compared to the same rate for each member in the company size classification. Members with the lowest rate are declared the winners in each of the six divisions ranging from Division VI, under 50,000 man hours, to Division I, over 1,000,000 man hours. In case of a tie within a division, the lowest

lost workday rate is the tie breaker. Safety certificates were mailed to those companies who qualified for an award. Mark Ellison

Congratulations to the following companies who qualify for a safety award:

Division I

Murphy Company, Sachs Electric Company

Division II

C.E. Jarrell Contracting

Division III

Haberberger, Inc., PayneCrest Electric

Division IV

Professional Installers

Division V

Bi-State Fire Protection, Duct Systems, Inc., Hawkins Construction & Flatwork, O.J. Laughlin Plumbing Co.

Division VI

American Steel Fabrication, Inc., Bi-State Utilities, Foreman Fabricators, Freeman Contracting, George McDonnell & Sons, Grant Contracting, Lindberg Waterproofing, Midwest Hauling, Parkway Construction Services, Signature Craft, Swanson Masonry, TaylorMade Construction

BBQ

In lieu of the June 15th business meeting, we will hold our Annual BBQ at Queeny Park.

If you would like to have a booth at the BBQ, please let Reba, Kevin Douglas or Rick Williams know. Booth commitments need to be made by May 18.

CONTRACT REVIEW

The Contract Review Committee meets the fourth Wednesday of each month to review subcontracts used by general contractors as they are submitted by ASA members. We mark up the subcontracts and suggest changes. We rate the importance of each suggested change, whether an addition, deletion or modification. We maintain a library of subcontracts that have been reviewed and make them available upon request to ASA members. Email Reba if you are interested in reviewing the list of contracts available or obtaining a contract. Dick Stockenberg

ASA National Convention

The National Convention took place in early March in Naples, FL. The Midwest Council was well represented. It is apparent to all who attended that the Midwest Council is the best chapter in the country!

Tom Woodcock with Seal the Deal was a speaker for the weekend and Walter Bazan, Jr. won the President's Award, presented by ASA National President, Timmy McLaughlin. The award is presented to an individual who best helped the President during his presidency. "Walt was always willing to take on a project and complete it, pick up where help was needed and lead by setting the example. It was good for me to have a person that didn't want to take the easy way and that would ask questions." Congratulations, Walter!



EMERGENCY PREPAREDNESS

By: Sandra Wilmoth, Midwest Marble & Granite

At the time of this writing, we are observers to the dreadful effects of two 7.0+ magnitude earthquakes. The first in Haiti, the second in Japan. In the latter instance the initial quake damage was also greatly exacerbated by the ensuing tsunami and the nuclear reactor catastrophe.

The challenge to us in the face of so much tragedy and international "second guessing" is how to make a disaster preparedness plan for your business and family.

The first step is to analyze the potential risks given our geographical location. The most likely damaging event would be either a tornado or an earthquake. Flood could also apply depending upon proximity to rivers or low lying areas.

The following are some rudimentary steps and how to get started.

BUSINESS:

Develop a Plan:

- Keep phone lists of your key employees and customers with you, and provide copies to key staff members.
- If you have a voice mail system at your office, designate one remote number on which you can record messages for employees. Provide the number to all employees.
- Arrange for programmable call forwarding for your main business line(s). Then, if you can't get to the office, you can call in and reprogram the phones to ring elsewhere.
- If you may not be able to get to your business quickly after an emergency, leave keys and alarm code(s) with a trusted employee or friend who is closer.
- Install emergency lights that turn on when the power goes

out. They are inexpensive and widely available at building supply retailer.

- Back up computer data frequently throughout the business day. Keep a backup tape off site.
- Use UL-listed surge protectors and battery backup systems. They will add protection for sensitive equipment and help prevent a computer crash if the power goes out.
- Purchase a NOAA Weather Radio with a tone alert feature. Keep it on and when the warning signal sounds, listen for information about possible severe weather and protective actions to take.

BUSINESS & HOME:

Develop a Plan:

- How to contact family and friends
- Keep several copies of important phone numbers.
- Keep cell phone close at hand.
- Have a means of re-charging cell with no electricity—i.e., boost pack with 12-volt battery.

SUPPLIES AND EQUIPMENT TO HAVE ON HAND AT WORK AND AT HOME:

Flashlight with extra batteries

Battery-powered radio

Food

Water

Medications

First Aid Supplies

Tools and Supplies



ASA Golf Tournament

Mark Your Calendars:

**Monday, October 3, 2011
Norwood Hills Country Club**

Tee off at 11:30 a.m.

**Cost is \$245 per person
(includes cart, greens fees, box lunch,
drinks on course, dinner
and networking cocktail hour)**

Pub Crawl

Join us for the next Pub Crawl in Westport Plaza on Wednesday, June 1, 2011. Members must invite a potential member to participate so start thinking about who you could ask.

We had such a good time last year that we're doing it again....and hope to acquire some new members.

More details coming soon.

GEORGE MCDONNELL & SONS
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THANK YOU!! THANK YOU!! THANK YOU!! THANK YOU!!

UHY Advisors
Hilti

We're on a roll...please invite a guest to the April meeting.

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Call any Secura agent for details.

Advertising Rates

Advertising opportunities are available in the ASA newsletter. Rates are very reasonable but are limited. Below are the rates. If interested, please call Reba.

- Website Rotating \$300/Year
- Website Static \$1,000/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

ASSOCIATION PARTNERSHIPS:

Mason Contractors Assoc.(MCA)

Contact Pam Holway

or David Gillick

(314) 645-1966



Next Meeting: April 5, 2011

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American Society of Professional
Estimators (ASPE)



Contact Mindy Funk or

Cyndi Walker

(314) 596-7695 or

(314) 781-1422

Next Meeting: April 28, 2011

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