

## JUNE 2011

### June

#### **June 1**

Pub Crawl—  
Westport Plaza

#### **June 15**

Annual ASA BBQ—  
Queeny Park

#### **June 21**

Seal the Deal Seminar—  
Mason Contractors Assoc.

#### **June 29**

Quarterly Luncheon Mtg.—  
Frost's Office

### July

#### **July 20**

Monthly Business Mtg.—  
Helen Fitzgerald's

#### **July 30**

Claybird Shoot—  
Blackhawk Hunting Club

### 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

#### **September 29**

Banking Seminar—  
Mason Contractors Assoc.

As I close out my term as President, I'd like to start by thanking all of our members for another great year. In tough economic times, as we've been through the past couple years, I find it more important than ever to focus on your relationships in the field. Because of the people I've met through ASA, I've not only gained business, but also found support in a group of individuals facing the same challenges as mine. A sympathetic ear can mean a lot when the stress of trying to find work and staying competitive in a down economy weighs on you. In the words of Benjamin Franklin, "We must, indeed, all hang together or, most assuredly, we shall all hang separately."

The busy summer is almost here, but please continue to make time for ASA. Mark your calendars and bring your family to one of the most fun events of the year, our Annual ASA Barbecue at Queeny Park on June 15. Also, be readying your teams for the upcoming ASA PAC Claybird Shoot fundraiser on July 30. The PAC does important work on our behalf, so it's a worthy cause to support.

I've been honored to serve as your President over the last year and look forward to remaining involved in ASA activities for a long time to come.

Onward and Upward,

Chris Milne

Oreo & Botta Concrete

President - ASA Midwest Council

**BBQ in lieu of meeting at  
Queeny Park  
550 Weidman Road  
3:00—7:30 p.m.**

(Directions: Take Highway 270 to Manchester West. Make a right on Weidman Road. Go approximately 1 mile and park entrance is on your right.



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## BBQ

In lieu of our June 15th business meeting, we will host our 5th Annual ASA BBQ at Queeny Park from 3:00—7:30 p.m. We have more subs, vendors and manufacturers than ever displaying.

Bring an empty stomach with you as you will be sampling BBQ from each vendor. Vote on the best BBQ at the ASA booth and the top 3 BBQ's will receive recognition.

We will have cornhole tournaments, chainsaw carver, welding art and more.

IT'S FREE!!! Reservations are not required but preferred so we can let the vendors know how much food to cook.

For a complete list of booth participants, see page 6.

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## June Quarterly Luncheon Meeting

We are hosting our first quarterly luncheon meeting at Frost's office in Maryland Heights on Wednesday, June 29 from 11:30 a.m.—1:30 p.m. (Directions: Take 270 to Page East. Left on Schuetz Road. Frost is on left at 2429 Schuetz Road) Lunch will be served along with soda, water and tea. There is no cost to attend and we will conduct BPI and a roundtable discussion.

If you have been missing the evening meetings because of other functions, now is your chance to get involved in ASA during the day.

The following general contractors will be discussed at BPI:

- Cissell Mueller
- Clayco
- Ben Hur
- HBD Contracting
- KCI Construction
- J.E. Foster Building Company

Reservations are required so please RSVP before June 24.

## 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](http://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.

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## Seal the Deal Seminar

Make plans to attend the Seal the Deal Seminar on Tuesday, June 21, 2011 at the Mason Contractors Association from 8:00—11:00 a.m.

Learn the nuts and bolts of selling in construction and why you don't win enough work.

Reservations are due before June 14.

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## Claybird Shoot Benefiting the ASA Midwest PAC

Mark your calendars for the 9th Annual Claybird Tournament at Blackhawk Hunting Club on Saturday, July 30, 2011. Shoot begins at 8:00 a.m. Lunch and spirits following the shoot.

Get your teams together now. Cost is \$100 per person (shells not included).

Sponsorships are also available.

# Understanding Binding Arbitration

By: Michael Wolf - Wolf Law Group

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In the past, dissatisfaction with traditional courtroom litigation caused many businesses to include binding arbitration provisions in their contracts. Recently, however, the tables have started to turn, as some businesses have become dissatisfied with the arbitration process, and now attempt to avoid binding arbitration as a dispute resolution procedure when possible. Binding arbitration critics argue that it is out of control, with unaccountable and prejudiced arbitrators; outcomes are incorrect and too often seem like compromises; and that the process can be as expensive and complex as litigation but without the possibility of appeal. Given that it is now questionable whether binding arbitration actually delivers on its promise of better, cheaper and faster dispute resolution, it is worth revisiting what binding arbitration actually means.

In considering whether to include a binding arbitration provision in contracts, businesses should consider the pros and cons of resolving commercial disputes through arbitration as opposed to traditional litigation. Generally, the benefits of one are not afforded by the other, and which is best for a particular business depends on the specific nature of its commercial transactions. In contrast to traditional litigation, binding arbitration as an alternative dispute resolution procedure *can* offer (depending on the language of the agreement):

Preservation of business relationships - arbitrating disputes may allow them to be resolved without the antagonism that can develop in traditional litigation, thus allowing a continuation of a profitable on-going business relationship;

Privacy - arbitration proceedings are generally conducted "behind closed doors," without the need to create a public file or record;

Informality - most discovery and rules of evidence are inapplicable in arbitration proceedings, unless the arbitration agreement specifically requires their application;

Expediency - the informality of arbitration and the elimination of most or all discovery allow for disputes to be resolved more quickly in arbitration as opposed to traditional litigation;

Cost savings - because of the informality and expediency, most arbitrations are concluded more quickly,

and therefore less expensively, than traditional litigation;

Specialization - arbitration may allow the parties to choose an arbitrator experienced or trained in the subject of the dispute;

Finality - most arbitration decisions cannot be reviewed on appeal; thus the arbitrator's decision is final.

While all the above may sound great to a business, it is important to remember that binding arbitration is a creature of contract, and as such, meant to be party-directed and party-controlled. Businesses who complain about the arbitration process after the fact may have only themselves to blame, for the binding arbitration "fine print" that they agreed to, in reality held little resemblance to the grand ideals set forth above. Thus, as is the case with all contractual documents, businesses should dig in and truly understand what a proposed binding arbitration clause actually means before signing off on it. If a business wants to resolve its disputes through binding arbitration, some issues to be considered include:

1. Whether all disputes arising out of the contract are to be submitted to binding arbitration. If not, the arbitration provision should specifically state which disputes are excluded from the scope of the agreement;

2. What substantive and procedural laws should govern the arbitration, if any. If the contract is silent on this issue, the resolution of a given dispute is more likely to be governed by equitable considerations [in other words, the arbitrator may reach an outcome that he believes is fair under the circumstances, rather than an outcome required by law or the terms of the contract];

3. Where the arbitration hearing will be held, the procedure and time within which to initiate arbitration, the procedure for selecting an arbitrator, and the procedure that will govern the arbitration;

4. Whether damages to be awarded are limited by type or amount.

If an agreement fails to address these essential points, businesses may spend as much time arguing in the arbitration proceeding over whether the particular dispute is subject to arbitration, and the rules governing that proceeding, as they will spend in actually resolving their dispute.

In conclusion, binding arbitration provisions in commercial contracts offer both advantages and disadvantages. Proper attention to dispute management issues at the time of contract drafting may allow businesses to make not only an informed dispute resolution choice at the outset, but just as importantly, to avoid costly and risky experiences later.

# Hanenkamp Electric Co.

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## Would like to Thank American Subcontractors Association & staff for their service over our years of membership

Currently in its eighty-sixth year of business and fourth generation, Hanenkamp Electric Company specializes in providing commercial industrial, residential, and emergency service

throughout the greater St. Louis area. At Hanenkamp Electric we take pride in the fact that we still operate under the same principals and policies set by the company's founders:

- We dedicate ourselves to making our services of such excellence that we are the natural choice of our customers.
- We strive to improve our production efficiency to ensure competitive pricing.
- Our goal is "Quality in Service."

# THANK YOU

to the following member companies who attended the May Meeting:

A.R.T. Concrete/Tool Supply  
Affton Fabricating & Welding  
Air Masters/Gateway Mech.  
American Burglary & Fire  
American Steel Fabrication  
Bazan Painting Company  
Bi-State Utilities  
Budrovich Contracting  
C & R Mechanical  
Cee Kay Supply  
Common Sense Solutions  
Daniel & Henry Company  
Dawson-Dodd Htg & Cooling  
Duct Systems, Inc.  
Enterprise Bank & Trust  
Fabick Rents  
Fenix Construction

Freeman Contracting  
Frost  
Gallop, Johnson & Neuman  
Gateway Waterproofing  
Green Turf Irrigation  
Greensfelder, Hemker & Gale  
Hanneke Hardware  
Irwin Products  
JJ Construction Services  
J.D. Kutter Insurance  
K & D Counter Tops  
Kaiser Electric  
Larson Allen  
Mays-Maune-McWard  
Midwest Aerials & Equipment  
Midwest Hauling  
Nu Way

O.J. Laughlin Plumbing  
O'Donnell, Bonebrake & Co.  
Oreo & Botta Concrete  
Parkway Construction Services  
RubinBrown  
Sachs Electric  
Safety International  
Satellite Shelters, Inc.  
Seal the Deal  
Shapiro Brothers  
Signature Craft  
St. Louis CNR  
T.J. Wies Contracting  
Tulley Steel & Supplies  
UHY Advisors  
United Rentals



**Printing PlanRoom Supplies  
Service Plotters Copiers  
Printers Scanners**

CityBlue has been on the leading edge of the Reprographics Industry since 1968. We endured humble beginnings in Peoria, IL and have grown to four locations to help navigate the Midwestern Market, opening offices in Moline and Champaign, IL. In 2006 CityBlue acquired Specialty Digital here in Maryland Heights incorporating the CityBlue brand and rededicating our commitment to "Bringing Solutions to You" in the St. Louis area.

CityBlue is a "five tool athlete" in the reprographics market and I'd like to take a quick minute to introduce each division.

**Digital Printing Center:**

Our signature trade is our printing centers. Transitioning from the blue line days to high speed black & white digital printing and copying of construction plans & specs. With a few requests years ago we launched a full color and graphics division ranging from CAD color drawings to full graphic presentation boards, all the way to outdoor color banners for all occasions. Mounting and laminating as well.

**Printer/Plotter/ Scanner Sales:**

Going hand-in-hand with our printing centers, a need to supply equipment to our customers to help them become more efficient in their day-to-day operations was developed. CityBlue is one of the largest OCE Dealers in the Midwest selling/leasing new and used printers/plotters/scanners

from entry level to high speed production units. CityBlue has picked up the HP and Canon lines to offer a broader spectrum of price and fulfill a need for color to the client.

**Service Department:**

CityBlue services just about any wide format make and model in the Reprographics Industry. If you have an existing piece of equipment that isn't printing correctly or would like a preventative maintenance contract, we've got you covered. Before you deem it a boat anchor, give us call. Worst case scenario we'll take it on trade for you.

**Supplies:**

Being able to print in-house is a beautiful thing but do not let the cost of consumables eat at your bottom line. We stock or ship next day rolls of paper, toner, ink cartridges, etc. (Too many items to list) You get the idea. If it relates to printing, we sell it.

**PlanRoom:**

The fifth division of our company is our Online PlanRoom Software, or as I like to call it, "the secret weapon" (that's for all of us Jose Oquendo fans). Online Paperless Bid Distribution has emerged as a preferred method of distributing plans and specs to contractors in lieu of hard copy sets. Don't panic! We have a simple, efficient Online PlanRoom and Invitation to Bid Software to ensure plans and specs are shared seamlessly.

Thank you for allowing me the opportunity to give a brief insight into our company and look forward to partnering with my fellow ASA members if the need should arise.

Sincerely,  
Spence Wike 314-298-1404  
[swike@citybluetech.com](mailto:swike@citybluetech.com)  
[www.citybluetech.com](http://www.citybluetech.com)

**GO  
CARDINALS!**

# Claybird Tournament

*Benefiting the ASA Midwest PAC*

**When:** Saturday, July 30, 2011  
**Where:** Blackhawk Hunting Club  
1259 Breavorator Road  
Old Monroe, MO 63369  
**Time:** 8:00 a.m.  
**Cost:** \$100 Per Person (shells not included)



Reservations are due before July 22.

ASA BBQ  
(in lieu of our June meeting)  
June 15, 2011  
Queeny Park  
(Weidman Road Entrance)  
3:00—7:30 p.m.



## FREE ADMISSION!!!!!!

Visit each booth and sample BBQ.  
Vote for the best at the ASA booth. Trophies awarded to top 3.

### Booth Participants:

24/7 Onsite Cameras	Husqvarna
A.R.T. Concrete & Tool Supply	Hydraflow
American Society of Prof. Est. (ASPE)	Johnny on the Spot/Replubic Services
Bazan Painting	K & D Counter Tops
Blast Products	K & K Supply
Budrovich Contracting	Kaiser Electric
Cee Kay Supply	Larson Allen
Chapin Manufacturing	Luby Equipment
Colt Industries	MSI Motor Service, Inc.
Common Sense Solutions	Midwest Aerials & Equipment
Daniel & Henry Company	Milwaukee Tool
Duckback Products	Pick Up Outfitters
ELCO Chevrolet	Prime Source Building Products
Erb Equipment	RSC Equipment
Expert Rentals	Ritchie Brothers
Fabick	Seiler Instrument
Frost	Simpson Strong Tie Anchor Systems
Golterman & Sabo	Sun Rental
Greensfelder, Hemker & Gale	Taylor Excavating
Hanneke Hardware	TaylorMade Construction
Heartland Sales	United Rentals
Hilti	

Reservations not require but preferred so we can plan accordingly for food and drink.  
Email [reba@asamidwest.com](mailto:reba@asamidwest.com) or call 314-214-1664.

## DUES RENEWAL NOTICES

Dues renewal notices will be mailed soon. Our fiscal year runs July 1—June 30. Dues are \$795 per year (pro-rated on your second year if you recently joined). Unlike most associations, ASA must rely upon dues and sponsorships to fund the association.

We ask that you continue your membership with ASA and submit your dues in a timely manner.

We know that the construction industry has been struggling so if you need payment arrangements or options, please call the ASA office at 314-214-1664. We'll do whatever it takes to retain your membership. We do accept MasterCard, Visa and Discover.

## WOUNDED SOLDIER

Tom Finan with Helmkamp Construction is collecting donations for wounded soldier, Justin McCloud. He was featured on Channel 5 (KSDK) news at the beginning of May and will be coming home in July. He is a young marine who lost both legs and an arm in Afghanistan.

On July 2, a fundraiser will be held in Arnold at the VFW and we want to help with donations. If you have any tickets or sports memorabilia or anything that could help raise money for this soldier, please let Reba know.

He is married with one baby.

For more information, go the following website: <http://www.ksdk.com/news/article/257523/3/Local-Marine-badly-wounded-fights-new-battle>.

Thank you for your consideration.

## IN DEEPEST SYMPATHY

Our deepest sympathy for the Tom McDonnell family. Tom's mother-in-law, Ruth Zoltanski, passed away May 19. They held a private ceremony on May 24 for the family.

Memorials can be made the SSM Cancer Center c/o Cindy Broder, 400 Medical Plaza, Lake St. Louis, MO 63367.

## JULY MEETING

Our July meeting will be held at Helen Fitzgerald's on July 20. This will be a networking meeting and our new chapter president, A.J. Ford, discussing his goals for the year.

We are still deciding where to hold our south meetings. If you attended the May meeting at St. Clare, please let us know what you thought. All comments are appreciated and help us determine if St. Clare is a good choice for ASA.

**Effective July 1, the price for meetings will increase from \$40 to \$42 per person.**

## SEAL THE DEAL SEMINAR

Join us on Tuesday, June 21 at the Mason Contractors Association for a Seal the Deal seminar from 8:00—11:00 a.m. as you learn from Tom Woodcock:

- how to find business
- how to see enough clients
- how to catch their attention
- how to eliminate competitors
- how to generate repeat business
- errors that stop you at the starting line
- common customer lies
- often used customer smoke screens
- the real position of the customer at the beginning of the transaction

Reservations are due before June 14.

The 2011 legislative session has finally come to an end after an extremely tough and contentious year. The legislature adjourned pursuant to the constitution on Friday, May 13, at 6:00 p.m. Out of 1,625 bills filed this year, only 153 bills passed the Missouri legislature this session. Out of the 153 bills passing this year, 20 bills dealt with the State's budget.

As I reported all session, contention between the Missouri House and the Missouri Senate caused most legislation, no matter how controversial or non-controversial, to sit stagnant most of session then subsequently most legislation died. As always toward the end of session when legislation is not moving, lobbyists and legislators look for other pieces of legislation to amend their legislation to so the legislation has a chance to move through the legislative process and possibly pass. This year was an unprecedented year for amendments. Many pieces of legislation ended up dying due to the fact that they were "amended to death" meaning too many amendments were added to a bill that didn't fit the subject matter or statute; therefore, that bill either dies or is worked out in conference. This year many of these bills died by subject matter or in conference.

There is some speculation that the Governor may call a special session this summer so the legislature can address some of the issues they were unable to rectify during the regular legislation session. The issues at the heart of special session consideration are rumored to be economic development legislation and legislation regarding the ability for Ameren UE to obtain a site permit to build another nuclear plant in Callaway County, Missouri. I will be sure to report to the membership if any type of special session is called; however at this juncture whether or not the Governor will call such a special session is unknown.

Now that the 2011 legislation session is over, the Governor has until July 14 to take action on the bills delivered to him by the General Assembly. Any legislation not signed by the Governor or vetoed by July 14 will become law on its effective date, which unless an emergency clause (meaning the law goes into affect as soon as the Governor signs the bill) was passed in the bill, is August 29, 2011.

The following is a very brief summary of legislation filed this year that affected the construction industry. **Additional Insured Legislation:** ASA's #1 priority this year. This legislation would make it against public policy for an Owner and/or General Contractor to require subcontractors on a construction project to list the owner and/or general contractor as an additional insured on the subcontractor's general liability insurance; meaning the subcontractor would no longer be held liable for the negligence of others on the job in which the Subcontractor has no contractual relationship with or control over. Fortunately, this bill was voted out of committee, but due to the late movement of the bill, the bill did not receive floor debate. Our sponsor is planning to file this bill next session when bill pre-filing begins on December 1.; **One Call Legislation:** This legislation requires MoDOT to remain a member of the One Call notification system. This bill was supported by ASA and filed by the Construction Employers Coalition, of which ASA is a member. The bill passed in the final week of session after it was amended onto SB173; **Unemployment Compensation:** This bill was passed in April and has already been signed by the Governor. In summary this bill changes the laws regarding unemployment compensation benefits in order for Missouri to receive recently approved federal funds. The bill also reduces the total amount of benefits that can be paid to a worker from 26 weeks to

20 weeks; **Mechanic's Lien Legislation:** This legislation expands the amount of land surveyors and landscapers can file a lien from one acre to three acres. This bill was the only part of the lien bill passed last year that was not controversial. In the end it was inadvertently left out of the mechanics' lien reform bill passed last year. After trying to get this language passed for over 4 years, the surveyors were finally able to get the bill passed this year in SB220; **Public Bidding Legislation:** Legislation which would set up bidding standards for public bodies died in the final days of session after being amended to a bill relating to local government on the floor of the Senate. This legislation was supported by ASA and the Construction Employers Coalition. The bill has been filed the past couple years and was close to passing this year. It has been made a priority of several legislators to get the unresolved issues contained in this bill resolved and to pass the bill next session; **Prevailing Wage Legislation:** Numerous bills were filed this year proposing changes to the State's Prevailing Wage laws. Several of the bills passed the House but gained no strength in the Senate. HB828 which I previously reported is one of the bills that died in the Senate. If passed HB828 would have redefined "construction" to exclude repairs, repainting, restoration and remodeling from being subject to prevailing wages. Prevailing wage will continue to be a pressing topic in the House next year; **Right-to-Work:** Several bills were filed by the Senate dealing with right-to-work. SB1 was the main vehicle for right-to-work and was only given about 2 hours of debate on the floor of the Senate. All the bills dealing with right-to-work died in the Senate without much more than a public hearing. I expect this topic will come back next year and will likely be up to the Senate to spearhead this issue; **Project Labor Agreement (PLA):** Several bills were filed this year that if passed would have banned the use of project labor agreements on public projects. None of those bills gained much traction, attempts were made to amend the language onto other bills toward the end of session, but in the end the legislation ended up dying. This topic will come up next year and bills banning project labor agreements will be filed.

To review all the bills that were Truly Agreed and Finally Passed this session, please log onto: <http://www.senate.mo.gov/11info/reports/TATFP-2011.pdf>. Some of the priority issues that passed the legislature this year were Congressional Redistricting; limits on the amount of corporate franchise taxes any business must pay and subsequent phase out of the corporate franchise tax rate over a five-year period; changes to the laws regarding the Big Government Get off My Back Act including additional incentives for responsible businesses that provide health benefits to new full-time employees; Puppy Mill Cruelty Prevention Bill or the Proposition B fix; Fire Sprinkler expiration date extension concerning the installation of fire sprinklers in certain homes to Dec. 31, 2019, and changes certain residence codes adopted by cities and towns; and changes the composition of the Coordinating Board for Higher Education, the University of Missouri Board of Curators and the Missouri State University Board of Governors.

If you have any questions regarding any legislation that passed or did not pass this session, please do not hesitate to contact me. I will be working this summer to educate legislators on all legislation that affects subcontractors and suppliers in the construction industry including ASA's ongoing legislation priorities. Thank you for the opportunity to represent your interests in the Missouri State Capitol through another legislative session. Nikki Strong

## What Has ASA Done for Interstate Trenching & Excavating?

Joining ASA –Midwest Council has opened many doors professionally and personally for Interstate Trenching & Excavating. We have gained the ability to network and better inform ourselves about whom we are working with and may want to work for in the future due to the many functions ASA has throughout the year.

I also feel that surrounding ourselves with competent and intelligent ASA members has greatly helped Interstate Trenching & Excavating gain market awareness and a good company name.

We look forward to many more years of helping ASA grow and ASA helping Interstate Trenching & Excavating as well. Steve Lawrence

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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

Spring is upon us with summer not far behind. Thank goodness the winter that would never end, ended! There are many outdoor events and meetings coming up. These are great occasions to invite guests. We all need a break in the busy season. With the Pub Crawl coming June 1st, we have the perfect opportunity to blow our membership goal out of the water. Please bring a potential member to the crawl and come have a blast. The last one was a great success. Don't forget to renew your own membership as the clock is ticking. See you at the meetings! Tom Woodcock

### PROGRAMS

Programs are listed below. (All topics are subject to change)

- June King of BBQ at Queeny Park
- July Networking with 2011-12 Goals
- August Franklin County Narcotics
- September Open
- October Open
- November S.M. Wilson & Company
- December Casino Night

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

### SAFETY

Mike Sicking with Safety International will be the new chairperson of the safety committee in July. Here are a few of this goals.

- Help educate and prepare the members for OSHA's number one priority, the new I2P2 standard that should be introduced in the next year.
- Interview the Safety Managers for the top General Contractors that our members work with in order to bring back useful information of their safety requirements and

take the mystery out of meeting their rules and regulations.

- Provide safety education and topics that will go beyond general safety tips and show our members how to reduce their operating expenses with a proactive safety and loss control program.

### 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. We have more booths than ever before and space is limited. If you are still interested in having a booth, please let us know ASAP.

We are also looking for donations of items for attendance prizes. If you have anything to offer, please let Reba know.

We have some great raffle items this year including 2 1/4 sides of beef.

The scholarship fund will have a wine grab at the BBQ where you purchase a ticket and pull a bottle of wine (could be \$20 or could be \$100 bottle of wine). All proceeds benefit the Tom Owens Memorial Scholarship Fund.

### CONTRACT REVIEW

Subcontracts of Bales Construction Co. (very short) and Archer Western (extremely long) have recently been reviewed. Next the committee will review the contracts of Washington University, EM Harris and DeWitt & Associates. Dick Stockenberg



### ***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**

# National Conventions

## Save the Date! ASA Champions Academy Set for September 17-20, 2011

Only one conference a year focuses exclusively on developing your potential as an ASA chapter leader and helping you build a chapter team that delivers powerful subcontractor advocacy, education and networking: the ASA Champions Academy.

The ASA Champions Academy 2011 will take place September 17-20 at the Hyatt Regency Crystal City in Arlington, Va., located just minutes away from Ronald Reagan Washington National Airport and downtown Washington, D.C. This once-a-year event will include meetings of the ASA Chapter Leadership Council and the Executive Directors' Council, as well as an Awards Luncheon honoring outstanding ASA chapters and volunteers, on Sunday, Sept. 18. It will feature workshops on chapter advocacy, membership and other chapter management topics on Sept. 18 and 19, and close with a legislative briefing and reception on Sept. 19 and visits to Capitol Hill on Sept. 20.

Don't miss your one chance this year to get the new ideas, energy, and strategies you'll need to make 2011-12 a great year for your chapter! Through Aug. 26, the registration fee for members is \$625 and the fee for EDs is \$575. Reserve your hotel room at the Hyatt Regency Crystal City by Aug. 26 for the special ASA room rates of \$119 (9/16-9/18) and \$229 (9/19).

For more information, contact ASA at (703) 684-3450, Ext. 1304, or [meetings@asa-hq.com](mailto:meetings@asa-hq.com).

## Save the Date!

## ASA Business Forum & Convention Set for March 1-3, 2012 in San Antonio

ASA's flagship education and networking event for subcontractors, the ASA Business Forum and Convention, will take place March 1-3, 2012, at the Hyatt Regency San Antonio. In addition to dozens of educational sessions designed to help construction subcontractors improve their businesses, the convention will include special events and networking opportunities.

The Hyatt Regency San Antonio is located near the Alamo in the heart of San Antonio's famed River Walk, providing immediate access to lush River Walk area restaurants and boutiques.

Mark your calendar now for this once-a-year event! Throughout the year, visit [www.asaonline.com](http://www.asaonline.com) for updates on convention programming and special events. Call (888) 421-1442 to make your hotel room reservation. The cutoff for the ASA special room rate of \$189 (single/double) is Jan. 28, 2012.

## Member Resources at Your Fingertips

ASA's Web Insights series of articles introduces you to several areas of the ASA Web site. In this article, you'll learn about member resources.

From the [ASA home page](#), select "Login/Access Member Resources." Log in with your e-mail address and password, and you'll access a virtual warehouse of educational and advocacy tools, charts, materials and information available exclusively to ASA members.

You'll find current and past issues of *ASAToday* and *The Contractor's Compass* and resources ranging from legislative tracking tools — which allow you to search for

legislation by state or issue — to audio podcasts and white papers, such as "Defining Design Responsibility" and "Protecting Against Payment Default."

You can manage your company profile, find exclusive member discounts and business services through the ASAdvantage program, and search for resources by topic areas such as "Bidding and Market Development," "Contracts and Project Management," "Economic, Tax and Regulatory," "Insurance and Risk Management" and "Workforce and Professional Development."

The [Member Resources](#) section is loaded with information and materials for ASA members. For questions or help navigating the ASA Web site, contact ASA at (703) 684-3450, Ext. 1321, or [communications@asa-hq.com](mailto:communications@asa-hq.com).

# Heat Related Incidents are Preventable

By: Val Perales, Bazan Painting

Look out! It happens every year in St. Louis. It gets HOT and HUMID! So be prepared. Accidents and illnesses such as Heat Stroke, Heat Exhaust, Heat Cramps and Heat Rash can be prevented if you prepare.

- Stay hydrated. Drink plenty of non-alcoholic, non-caffeine containing liquids. It is very important to continue drinking small amounts throughout the day. This should also continue after the work day to help your body recover. OSHA suggests at least one pint of cool, clean and odorless water per hour, which should be done before becoming thirsty.
- Wear light-weight, lightly-colored and loose-fitting cotton clothing.
- When working outside try to schedule more strenuous activities during cooler times of the day (start earlier and end earlier).
- Try to keep the sun off of you as much as possible (i.e., build a canopy over your work area).
- Make sure you have a shaded or air conditioned area for frequent breaks close to the work area.
- When inside provide air movement and ventilation by using air conditioning or fans.
- OSHA also suggests an adjustment period for working in the heat. This is a five day period in which you gradually work your way up from 50% of your work load on day one to 100% by day five.
- Finally, if you are on any type of medication or treatment, ask your doctor if it is safe for you to work in areas of high heat.

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NO PLACEMAT/MEETING SPONSORS IN JUNE DUE TO THE ASA BBQ. IF INTERESTED IN BEING A SPONSOR, PLEASE CALL REBA AT 314-214-1664.

## Satellite Shelters, Inc.

***Please invite a guest to the BBQ. It's FREE!  
If a prospect joins in June, they get 13 months for the price of 12!!  
It's a great time to recruit a new member  
and get a star on your name badge.***

### SECURA Partnership

Secura Insurance offers broad comprehensive coverage at competitive rates for:

Property, Commercial General Liability, Inland Marine, Crime, Commercial Auto, Workers' Compensation, and Commercial Umbrella Liability

Members receive a 5% discount on commercial insurance package premium: Property, General Liability, Inland Marine (equipment) and Crime and ASA receives a 1% expense reimbursement PLUS 1% additional if annual loss ratio is 45% or less.

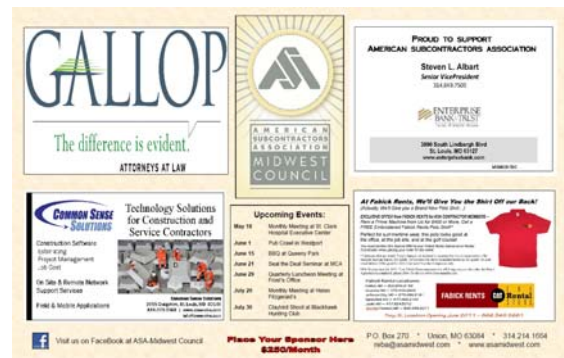


Call any Secura agent for details.

### 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.



# Sponsorship Rates

Sponsorship opportunities are available in the ASA newsletter. Rates are very reasonable but are limited. Below are the rates. If interested, please call 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: June 7, 2011

[www.masonrystlouis.com](http://www.masonrystlouis.com)

American Society of Professional  
Estimators (ASPE)



Contact Mindy Funk or

Cyndi Walker

(314) 596-7695 or

(314) 781-1422

Next Meeting: June 23, 2011

[www.stlouis-aspe.org](http://www.stlouis-aspe.org)

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