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Anoka, MN 55304

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www.asamn.org



Homeco Insulation, Inc.
Certified W-BE/S-BE

Donna and Greg Gulden
Residential/Commercial

Phone: 763-755-3581
FAX: 763-717-1324
E-mail: homeco@visi.com
9541 NW Foley Blvd.
Coon Rapids, MN 55433



ASA-MN Member SPOTLIGHT



Business Name: Advance Shoring Company

Established: 1960

Employees: 25 (Advance Shoring, Equipment and Specialties Companies combined - 50 employees)

Website: www.advancecos.com

Business Scope: Rentals and sales of concrete forming, shoring and scaffolding equipment

Mission Statement: From concept to completion, Advance Shoring Company is dedicated to providing contractors with exceptional forming, shoring and scaffolding equipment and services. Advance concentrates on offering the highest quality equipment with a commitment to assist the customer with detailed layout instructions that promote the proper use of the equipment and construction safety.

Projects: With more than 1,000 construction projects each year, a few highlights include; the Pillsbury Building, 3M World Headquarters, IDS Building, Federal Reserve Bank, U of M Carlson School of Business, St. Paul Cathedral, Hiawatha Light Rail Transit Line, Medronic and Mystic Lake Casino and Hotel.

Accomplishments: Advance represents manufacturers of the highest quality and most technologically advanced construction equipment. In the early 1960's Advance developed the first use of "Flying Forms" with Beaver shoring equipment. In 1972, Advance became the first distributor of Aluma forming products. In the years to follow, Advance has taken on other quality equipment lines - Titan aluminum shoring, MEVA formwork and HydroMobile mast climbing platforms.



Committed to Quality
Subcontracting



MARK Your Calendars

**ASA Business Forum & Convention
2007**—March 22-27, 2007 Omni
Tucson Golf Resort, Tucson, AZ

Program: Beyond Bidding
March 29, 2007 7:30am Mendakota
Country Club

**Program: A Practical Approach to
Contracts and Negotiation**
April 26, 2007 7:30-10:00am
Mendakota Country Club

9th Annual Golf Tournament
June 18, 2007 12:30 Shotgun
StoneRidge Golf Club, Stillwater

ASA Legislative Institute 2007
October - Washington, DC

New Members Continued

Langford Tool & Drill Co.
David McCulloch, President
1125 Washington Avenue S
Minneapolis MN 55415
Ph: 612-332-7741
www.langfordtool.com
Concrete, sawing and drilling

NewMech Companies, Inc.
Peter Jordan, Vice President
1633 Eustis Street
St Paul MN 55108
Ph: 651-642-5517
www.newmech.com
Mechanical

RJF Agencies, Inc.
Laura Moore, Risk Management
Consultant
6000 Nathan Lane N. STE 400
Minneapolis MN 55442
Ph: 763-746-8252
www.rjfagencies.com
Insurance, risk management

SUB-NEWS

The Voice of Subcontractors

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Welcome New Members...

County Materials Corporation

Don Hall, Manager
1203 70th Avenue
Roberts WI 54023
Ph: 715-749-3927
www.countymaterials.com
Concrete block, brick, ready-mix,
prestressed bridge girders,
hollowcore plank, pipe,
landscaping products.

Dispatch Trucking L.L.C.

Jennifer Sahler, President
12265 - 17th Avenue South
Burnsville MN 55337
Ph: 952-736-8125
www.dispatch-trucking.com
Trucking

Gilbert Mechanical Contractors, Inc.

Robyn Bitz, C.F.O.
4451 West 76th Street
Edina MN 55435
Ph: 952-835-3810
www.gilbertmech.com
Mechanical, HVAC, electrical, fire
protection, pipefitting, controls,
service.

H & B Specialized Products, Inc

Jami Anderson, Vice President
2629 30th Avenue South
Minneapolis MN 55406
Ph: 612-728-2835
www.hbsonline.com
Specialty, casework, seating,
lockers, athletic equipment,
sales & installation

ASA-MN Presents General Contractor of the Year Awards

The American Subcontractors Association of Minnesota (ASA-MN) held an awards and recognition program on Thursday January 25, 2007. The annual program entitled "ASA-MN 7th Annual General Contractor of the Year, Scholarship and Membership Excellence Awards Dinner."

The program included an introduction of the general contractor finalists for the 2006 T.O.P.S award. The ASA-MN T.O.P.S. award recognizes general contractors who embody working relationships that illustrate Teamwork, Opportunities and Partnering with Subcontractors.

Congratulations T.O.P.S. Recipients:

James Steele Construction in the category of sales under \$150 million. Finalists were D.J. Kranz Co., Inc. and Stahl Construction Company

McGough Construction Co, Inc. in the category of sales over \$150 million. Finalists were Kraus-Anderson Construction Companies and Ryan Companies US, Inc.

We give thanks to all who participated and our sponsors

Advance Shoring Companies
Collins Electrical Construction Co.

D.J. Kranz Co., Inc.
John A Knutson & Co., PLLP
M&I Bank

McGough Construction Company, Inc.
Molin Concrete Products Company
VIRACON, Inc.

ASA-MN Presents Membership Excellence Awards

Mendota Heights, MN— The American Subcontractors Association of MN (ASA-MN) is pleased to announce the recipients of this year's Membership Excellence Awards.

Members were recognized for their on-going support and commitment to the local construction industry. Awards were presented at the 7th Annual General Contractor of the Year, Scholarship and Membership Excellence Awards Dinner held on January 25, 2007 at the Mendakota Country Club in Mendota Heights, Minnesota.

Congratulations to the following award recipients:

Arcraft, Inc. - 5 Year Club

Builders Insulation - 10 Year Club

Cedarleaf, Cedarleaf & Cedarleaf, Inc. - 5 Year Club

Viracon, Inc. - 10 Year Club

ASA-MN Presents Construction Scholarships

Mendota Heights, MN— The American Subcontractors Association of MN (ASA-MN) is pleased to announce the recipients of this year's Construction Scholarship Awards.

Construction industry students were selected based on several criteria. The students were presented with \$1000.00 in tuition funds at the 7th Annual General Contractor of the Year, Scholarship and Membership Excellence Awards Dinner held on January 25, 2007 at the Mendakota Country Club in Mendota Heights, Minnesota.

Congratulations to the following scholarship award recipients:

Dunwoody College of Technology, Electrical Student, Holly Jo Cason
St Paul College, Electrical Student, J. Burger



From left, ASA-MN Member Ken Rademacher, Collins, Loren Wille and Troy Corbett, James Steele Construction, ASA-MN President Patrick Kennedy, Kraus-Anderson Insurance and John Pfeifer, McGough Construction Co. Inc.

Member News... ST. PAUL, Minn.— On Jan. 1, 2007, Collins Electrical Construction Co. and its limited energy systems division, Convergent Media, merged their company names into "Collins," providing unlimited electrical and technology solutions. The new identity of Collins includes an evolved logo, newly-designed vehicles and an easy-to-use website— please visit www.collinsolutions.com.

Since 1948, Collins has provided total project partnering, from initial conception through final construction, including cost estimating, budgeting, engineering, and on-going maintenance, including 24-hour emergency service.



From left, John Pribnow from Cedarleaf, Cedarleaf and Cedarleaf, Inc, Elaine Erickson, Viracon, Inc. and Craig Tandem from Builders Insulation, Inc.



From left Dunwoody Technical College, electrical student Holly Jo Cason, ASA-MN President Patrick Kennedy, Kraus-Anderson Construction and also from Dunwoody Technical College Mark Skipper



From left ASA-MN President Patrick Kennedy, Kraus-Anderson Construction and from Saint Paul College electrical student J. Burger, Kari Rambo, and instructor Dave Reasoner.



Safety can improve profitability and help achieve corporate initiatives

By Laura Moore, R/JF Agencies, Inc.

Safety should be an ongoing priority for companies, but unfortunately it is often treated as an afterthought. By taking a fresh look at your program, and setting and documenting your safety goals, you can help bring renewed vigor to your program. The benefits are endless, and include winning more bids, lowering your experience modification factor, reducing accidents and injuries, and increasing employee moral – all of which will increase your company's profitability. The ultimate goal of your program and goals should be to build a "Culture of Safety" where all employees feel empowered and secure, and where accidents are the exception rather than the norm.

While there are countless possibilities, it is important that these goals work in concert with other corporate initiatives. For example, if a corporate goal is to reduce costs, find effective ways to reduce accidents and/or reduce your experience modification factor. If compliance is a corporate concern, ensure all OSHA regulations are being followed on every jobsite. Clear, concise and measurable goals are important. Not only will you be better able to succeed, but you also will establish benchmarks from which to improve year after year.

While setting corporate safety goals is sound business strategy, it can also be the law. The AWAIR (A Workplace Accident and Injury Reduction) Act of Minnesota requires employers to conduct and document a review of their workplace accident and injury reduction program and record goals and objectives at least annually. The purpose should be to reduce the likelihood of accidents and injuries and/or to control your company's risks. The following are sample safety goals you could set for you company:

- Maintain the OSHA 300 Log and post the OSHA 300 A-Summary February 1 – April 31.
- Review written safety programs for OSHA compliance.
- Conduct weekly or monthly safety toolbox talks.
- Conduct annual Spring safety meetings.
- Develop and organize a safety committee that meets monthly.
- Conduct formal jobsite inspections monthly and report findings to all employees.
- Develop and implement a safety incentive program.
- Develop and implement a new employee safety orientation program.
- Develop and implement safety accountability and enforcement standards for all employees.
- Develop and implement a drug and alcohol-testing program.
- Implement pre-employment physicals.
- Review open claims quarterly.

Establishing a "Culture of Safety" within your organization does not happen quickly, and it requires work. But the payout is enormous, and financially beneficial. To learn more or for assistance setting up developing or implementing your safety goals, please contact Laura Moore at R/JF Agencies, Inc. moorel@rjfagencies.com 763-746-8252.

THANK YOU MEMBERS

Advance Shoring Company
API Group, Inc.
Arcraft, Inc.
Brin Northwestern Glass Company
Builders Insulation
CECO Concrete Construction
Cedarleaf Cedarleaf & Cedarleaf, Inc.
Claude M. Anderson Electric Co., Inc.
Cobb Strecker Dunphy & Zimmermann
Collins
Dispatch Trucking L.L.C.
Diversified Coatings, Inc.
Donnelly Stucco
Fabyanske Westra Hart & Thomson
Faegre & Benson, LLP
Frattalone Companies
H&B Specialized Products
Haldeman-Homme, Inc.
Harris Mechanical
Harty Mechanical
Heikes Farms, Inc.
Homeco Insulation
Hufcor Minnesota
Kraus-Anderson Insurance
Langford Tool and Drilling Co.
Lloyd's Construction Services
Mavo Systems, Inc.
Max Steininger Inc.
Medina Electric, Inc.
Minnesota Elevator, Inc.
Minuti-Ogle Company, Inc.
Molin Concrete Products Company
Moss & Barnett P.A.
National Fire Sprinkler Association
NewMech Companies, Inc.
Parsons Electric LLC
Premier Restaurant Equipment Co.
Ramsey Excavating Company, Inc.
R/JF Agencies, Inc.
Schaefer Hardwood Floors
Structural Wood Corporation
Swanson & Youngdale, Inc.
The Trane Company
TrueNorth
Twin City Tile & Marble Co.
VIRACON, Inc.
Weber Electric Company
Wenger Corporation
Willis of Minnesota, Inc.

