



# The Extra Mile Messenger

## WTAGC Willing To Go The Extra Mile For Members

August 2011

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**JOIN THE WEST TENNESSEE BRANCH OF THE AGC AS WE CELEBRATE OUR 25<sup>TH</sup> ANNIVERSARY OF AFFILIATION WITH AGC OF AMERICA**

**AGC West Tennessee Branch has moved for greater visibility and space to serve you better. Effective Immediately our new address is**

**Clark Tower  
5100 Poplar Avenue  
5<sup>th</sup> Floor, Suite 519  
Memphis, TN 38137**

**Watch for information on a formal  
“Ribbon Cutting Ceremony and Open House”**

### Legislative Update:

During the recently concluded legislative session in Nashville, many of bills supported by the State of TN AGC were converted into law. The bill mandating no changes in the project details within 48 hours of accepting bids passed. The bill changing the language from “preponderance of evidence” to “clear and convincing” was approved; this is the bill that was defeated in 2010 dealing with drug and alcohol use of an employee. There continues to be conflict with the Masonry Bill and licensing of Masonry Contractors. There will be a lobbying effort in 2012 to either clean up the bill or eliminate this requirement on bids. There seems to be a consensus of opinion that there is too much information being required on the bid cover of jobs. The process needs simplification.

### New Member Focus:

We are continuing discussions with several prospective new members and some former members regarding joining the WTAGC. All our members are encouraged to accept the challenge of our President – Mr. Don Sloan, to solicit and present for membership one (1) company during 2011. If everyone is able to meet the challenge, we would experience a significant increase in our membership. We have some exciting events coming up so why not invite a guest that might also be a new member prospect

## Contact Us

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## State Board Meeting:

The quarterly State of Tennessee AGC board meeting was held in Nashville on May 25<sup>th</sup>. The Comp-Trust continues to perform well and they are moving forward with the new building – occupancy expected before the end of 2012. The new Safety Tracker program is ready for use by the Comp-Trust members at no charge. They are working on a fee structure for companies that are not members of the Comp-Trust to access this tracking tool. It can be used by human resources, professional development, and all types of training to track, record and alert when training is required and on the specific subject.

There was continued discussion on the issue of PACs and who can contribute to a PAC. They are trying to determine if Corporate contributions qualify at this time, as they have not in the past.

STATE CONVENTION: As previously announced, the state convention will be returning to the Hilton Resort at SanDestin, FL, October 12-15, 2011. A block of rooms has been reserved but everyone planning to attend should make their reservations very soon. To make reservations on line, simply visit [www.tnagc.org](http://www.tnagc.org). There is a pull down menu on the left side of the screen for Convention Registration. You can also look at who has already registered at this site. We want the West TN Branch to be well represented so please move quickly to register and get one of the premier rooms.....

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## Executive Directors Message:

One of the listed benefits of being a member of the West TN Branch of the AGC is the opportunity to network with other companies from the construction industry. Through this networking we promote our members to try, at every opportunity, to do business with other members of the association. Certainly this is not always possible for a variety of reasons. However, when the chance presents itself please keep this in the forefront of you mind when considering supplies, materials, support, etc. for your particular company. I know you will get good service and your fellow member will appreciate the business opportunity. We are all in this industry together; we face the same challenges and what better way to grow our business than with fellow members.

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## Safety Director's Message:

### OSHA INJURY AND ILLNESS PREVENTION PROGRAM (I2P2)

[The following information is provided to the membership by way of the OSHA site concerning the proposed rule from the Department of Labor, OSHA Division. The Injury and Illness Prevention Program (referred to as I2P2) has been on the radar for over a year by the present governing administration and is supposed to be in effect by the fall of 2011. TN OSHA provided us with their Power Point presentation of this rule at the Tennessee Safety & Health Congress last week which I can email to anyone who would like to view.]

Bureau of Labor Statistics estimates that 3.3 million serious work related injuries occurred in 2009. The Liberty Mutual Workplace Safety Index states that direct cost of the most disabling workplace injuries and illnesses amounted to a billion dollars per week in U. S. Work Comp costs. Assistant Secretary of Labor, Dr. David Michaels believes that Injury and Illness Prevention Programs are good for workers, good for businesses and good for America. And that this rule will be as important as the OSHA Act of 1970. He further stated that this rule is planned to be in place by this fall with company I2P2 program inspections to follow with the use of the General Duty Clause. (As with any new or existing OSHA standard or rule, we do not know when or how many companies will be inspected. OSHA has provided a Question & Answer Link: <http://www.osha.gov/dsg/topics/safetyhealth/I2P2QAs.html> )



(OSHA INJURY AND ILLNESS PREVENTION PROGRAM – continued)

Injury and Illness Prevention Programs (commonly referred to as I2P2) are required by the majority of Worker Compensation Insurance companies. I2P2 is a universal intervention that can reduce the number and severity of workplace injuries and reduce/alleviate the associated financial burdens on U. S. companies. Employers already manage safety using I2P2 and most successful safety programs are based on the following: management leadership, worker participation, hazard identification, hazard prevention and control, education and training, and constant program evaluation and improvement.



This program as stated by OSHA embodies three key principles: that Senior Management buys into the concept of employee safety, employee engagement to obtain/sustain results and recognition, evaluation then control of hazards. This will benefit U. S. Companies direct bottom line in that the Workers Compensation Insurance cost will decrease when employee injury and illness cost are reduced, safer more productive environment with increased quality of product and when employees are engaged in a structured safety program as a means for the program to take place that morale within the company is greater.



## Meeting Re-Caps:

The last three (3) months have been very active in the area of membership meetings.



In May, we held our annual evening at the Memphis in May BBQ. Due to the heavy rain and floods along the Mississippi River, particularly at Tom Lee Park, the BBQ was moved to Tiger Lane at Memphis Memorial Stadium and the old fairgrounds. While everyone seemed to enjoy the change of scenery, and in most instances a more convenient location in many respects, the event will return to THE RIVER in 2012. Our host for the event was Yazoo's Delta Q. The food was great, the refreshments cold and the conversation lively. Also, our hosts, while not the grand prize winners this year like they were in 2010, did win the Whole Hog division!!!! We will most likely have this as one of our social events in 2012 and if you have any suggestions on how we can improve the event for our members, please let us know.

### 2011 Golf Sponsors

- APAC Tennessee, Inc.
- Burns Cooley Dennis, Inc.
- Chris-Hill Construction Co.
- Ferrell Paving, Inc.
- Flintco, Inc., LLC
- Fullen Dock & Warehouse
- Hanson Pipe & Products
- Harris, Madden & Powell, Inc.
- Hollingsworth Paving Co., Inc.
- Lehman-Roberts Co., Inc.
- Lipscomb & Pitts Ins., LLC
- McDaniel-Whitley, Inc.

Our 25<sup>th</sup> Annual Golf Tournament was held at the Memphis National Golf Club in June. For the first time in many years, we reached the 100 player level and saw both old and new faces. The course was in great condition, as evidenced by the scores. A new addition for this, the 25<sup>th</sup> Anniversary of the event was a Traveling Trophy, awarded to the overall winner of the event. The name of the team members will be added to the trophy each year and the trophy will remain with the team sponsor for the year following the event. The Championship Winner in 2011 (which was the result of a scorecard playoff) was a team from APAC consisting of: Mike Morganthaler, Damon Pulliam, Jacob Trim and David Young. 2<sup>nd</sup> place in the Championship flight went to the team sponsored by Memphis Ready Mix consisting of Jimmy Skaggs, Phillip Palczer, Jerry Priester and Matt Jeffers. 3<sup>rd</sup> place in the Championship flight went to the team sponsored by Fullen Dock and Warehouse consisting of Roy Rothenberger, Sam Baggett, Wes Bevels and Rich Russell. Winners of the First Flight were a team sponsored by APAC, consisting of Jeremy Christopher, Josh Strocher, Cliff Keathly and Steve Knuch. 2<sup>nd</sup> place went to a team sponsored by Hollingsworth Paving Company consisting of Wes Seale, Kim Shropshire, Brian Bayer and Chris Bell. 3<sup>rd</sup> place went to a team sponsored by Liberty Mutual & McDaniel / Whitley Insurance, consisting of Mike Fulton, Scott Woodmansee, Mike McDaniel and Tom Rowland. Winners of the Second Flight were a team sponsored by Scott Equipment Company consisting of Beau Grauer, Tony Federico, Michael Cornelius and Bill Wardlow. 2<sup>nd</sup> place went to a team sponsored by Ferrell Paving, Inc. consisting of Kevin Higdon, Eddie Clark, David Jackson and Mike Strayhorn. 3<sup>rd</sup> place went to a team sponsored by: APAC with Gary Weeden and Philip Rodgers, and Stallings & Associates CPAs with Craig Morgan and Nolan Chantara.

McDonnell Insurance Co.  
 MCDR, Inc.  
 Memphis Stone & Gravel Co.  
 Metro Materials, Inc.  
 Power Equipment Co.  
 Scott Construction Equipment Co.  
 Stallings & Associates, CPA's, PLLC  
 Stribling Equipment Co., LLC  
 The Hayden Law Firm PLLC  
 The Butcher Shop  
 Thompson Machinery Co.  
 Vulcan Materials, Inc

Golf - Individual contest winners were:

Longest Drive – David Young  
 Closest to the Pin #2 – Jerry Priester  
 Closest to the Pin #6 – John Thompson  
 Closest to the Pin #14 – Glenn Mills  
 Closest to the Pin #16 – Aaron Arnold  
 Putting Contest – Glenn Mills

Sponsored by Power Equipment Company  
 Sponsored by Burns Cooley Dennis, Inc.  
 Sponsored by Fullen Dock & Warehouse  
 Sponsored by Chris-Hill Construction Co.  
 Sponsored by McDonnell Insurance Co.  
 Sponsored by Metro Materials, Inc. and APAC Tennessee

A special thank you goes out to our sponsors for the huge support of this event. During the remainder of 2011, we will post the sponsors board at our regular membership meetings for July, August, September, October (still pending agenda) and November. To the left is a list of our sponsors. Please thank them for supporting the West TN Branch of the AGC.

At our July membership meeting, our first ever luncheon meeting, Mr. Mark Herbison, Senior Vice-President, Economic Development for the Greater Memphis Chamber of Commerce addressed those present. Mr. Herbison gave the attendees an overview of the process used in recruiting new business and industry to Memphis and outlined how competitive the process actually is in recruitment. Not surprisingly; our strong railroad system, airfreight, highway and water systems provide us with great distribution opportunities. Now, they are trying to recruit new manufacturers to the area that can use these resources, not simply companies interested in warehouse space. Also, with tight budgets, the city government personnel have travel restrictions but MCC is not so hampered. Smith – Nephew and Medtronics continued to grow and with public policy initiatives new companies are looking at Memphis for operations. During 2008 only six (6) projects were approved compared to six (6) on the agenda for July, 2011!!! (Specific announcements were in the Commercial Appeal following the meeting). The new EDGE program has replaced an old bureaucratic group that will be able to move quicker in response to opportunities. As your West TN Branch AGC is a member of the Greater Memphis Chamber, let us know if you need assistance from the MCC and we will attempt to assist in this area.



## UPCOMING EVENTS

**August 16<sup>th</sup>** Dinner Meeting at The Butcher Shop, Cordova – Speaker: Mr. Rhea Roberson, Managing Director of Project Management at FedEx.

**September 1st**, Thursday evening U of M vs. MSU Tailgate

**September 20<sup>th</sup>** Dinner Meeting at The Butcher Shop, Cordova – Speaker: Mr. John Schroer, Tennessee State Highway Commissioner.

**October 12 – 15** AGC Tennessee State Convention, Destin FL

**October?** - AGC Tennessee West TN open house – TBA

**November 15<sup>th</sup>** Dinner Meeting at The Butcher Shop, Cordova – Speaker: Shelby County Mayor Luttrell.

**December 3<sup>rd</sup>** Christmas Party at The Butcher Shop, Cordova

If you have a question or comment regarding items or programs you would like the West TN Branch of the AGC to consider, please contact the branch office or one of the members of the Board of Directors. We are here to make your membership in the AGC a valuable and important part of your business!!!!

**THE ASSOCIATE GENERAL CONTRACTORS OF AMERICA**  
*The Association of the Construction Industry*

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