



The Extra Mile Messenger

WTAGC Willing To Go The Extra Mile For Members

November 2011

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In This Issue

- Legislative Update
- New Member Focus
 - AGC State Convention
- Executive Director's Note
 - Safety Update
 - Past Events
- Upcoming Events

www.tnagc.org

See what your State organization and other Branches are doing.

www.agc.org

See what your National organization is doing for you. Be sure to check out the member discount link.

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JOIN THE WEST TENNESSEE BRANCH OF THE AGC AS WE CELEBRATE OUR 25TH ANNIVERSARY OF AFFILIATION WITH AGC OF AMERICA

AGC West Tennessee Branch moved in July for greater visibility and space to serve you better. Please give the new address information to the person that sends mail and/or checks!

**AGC West Tennessee
Clark Tower, 5100 Poplar Avenue
5th Floor, Suite 519
Memphis, TN 38137**

Legislative Update:

The General Assembly is not presently in session and will not reconvene until January, 2012. However, that does not mean the State of Tennessee AGC Chapter and Branches are not actively considering issues that need to be considered in the upcoming session. During the recently concluded State Convention many items were discussed for considering and referral to legislatures' prior to commencement of the next session. Members are urged to bring items to the attention of the branches that they believe warrant consideration for Bill structuring before the end of 2011. Everyone is highly encouraged to take an active role in the legislative process and to put the Day on the Hill on their calendar for 2012. These have been some discussion about merging the respective Day's on the Hill of the AGC and ABC. The greater the VOICE, the greater the opportunity for being heard!

New Member Focus:

The Branch continues to focus on the recruiting of new members in all classifications: General Contractor, Sub-Contractor and Service/Supplier. Several on the Board have been instrumental in this effort and everyone is encouraged to participate in this activity which is vitally important to the ongoing growth of your West TN Branch of the AGC. The following companies have joined as new members:



**YIKES!
SHARK BAIT!**



**Thank You Ted
Hayden, Convention
Sponsor**

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EPG, Inc. (Dale Hendricks, Charlie Glass) insurance and warranty programs for equipment.

NES Equipment Rentals (Steve Gross) equipment rental and

H & E Equipment Rental (Jimmy Smith and Fred Anderson) equipment rental.

Please make sure to welcome these new members at our next membership meeting and all the others that have joined in 2011. With your assistance, we are setting a new goal for membership growth in 2012 at 20 New Members.

State Convention:

The annual Tennessee State Convention returned to the white sand beaches of Destin, Florida, from October 12th – 15th. According to those in attendance, the convention was well attended and the West TN Branch was well represented. Including children and spouses, over 230 people attended the event, which consisted of a full slate of seminars / programs, games and plenty of time to enjoy the beaches, golf courses, deep sea fishing and other fun events. If you could not attend in 2011, please mark your calendars to hold open dates in October, 2012 when the convention will return to Destin, FL!!!!

Executive Directors Message:

So, how is your business today? This seems to be the first question everyone asks, as they have for as long as I can remember, and the answer always seems to be about the same: Not bad, could be better, looking at a lot of opportunities, competition is keen, and on and on and on! Sound familiar? I am sure it does, since it comes from your banker, insurance agent, suppliers, manufacturers'. I point this out since I recently read comments by several architects about their business. Until the architect finishes with the drawings / plans for new projects, nothing seems to get moving. I frequently watch the AIA Index to gauge the potential for new projects and I am finding a bit more of a positive outlook from this part of the complex construction industry puzzle. Maintaining contact with architects is definitely important for all general contractors and many suppliers. This is the beginning point and the ability to provide influence on projects at the beginning can be beneficial as the project comes to fruition. Come to think about it, having a representative of the AIA at a future membership meeting might generate some great conversation – need to put this on the agenda!!!

Safety Director's Message:

What to Expect Concerning Repeat Violation Enforcement when OSHA Shows Up on Our Job Sites

OSHA has hired additional personnel including compliance officers and is increasing work site inspections and enforcement relating to the new time period (increased from 3 years to 5 years) of the repeat violation rule that extended the period in which a company has been cited within the past 5 years. The penalty can be as much as \$70,000 for each violation (and can be for example, as in a fall hazard involving a number of workers who are not protected by a fall protection system up to the \$70,000 violation multiplied by the above implied number of workers). *Section 17(a) of the OSHA Act provides that an employer who repeatedly violates the Act may be assessed a civil penalty of not more than \$70,000 for each violation.* This section can be found in the 380 page OSHA Field Operations Manual below (which will have to be copied

and pasted to open): http://www.osha.gov/OshDoc/Directive_pdf/CPL_02-00-150.pdf

OSHA is enforcing the Multi-Employer citation policy CPL 2.0-124 http://www.osha.gov/pls/oshaweb/owadisp.show_document?p_table=DIRECTIVES&p_id=2024 and the Prime Contractor is being held responsible for controlling the unsafe acts of the work site subcontractor personnel. Companies can check the website below (which is in the public domain) for any past citations incurred by any subcontractor before signing that particular subcontractor to a project. A particular contractor may have multiple repeat citations and again the contractor may have never been cited if inspected and the inspection will show none--a safe work site.

<http://www.osha.gov/pls/imis/establishment.html>

Please see the OSHA link below (which will have to be copied and pasted to open) for recent work site enforcement which has made the news:

http://www.osha.gov/pls/oshaweb/owanews_releases.level_subject?p_keyvalue=Enforcement&p_text_ve=FALSE&p_status=CURRENT&p_start=0&p_finish=0&p_direction=&p_show=10rsion0

Also, the above site has information as to how the OSHA program works and as can be seen when opened, covers other industries as well as the construction industry.

Tailgate



**Thank You Hanson
Pipe & Products,
Inc.**



**Mr. John Schroer
State of Tennessee
Highway
Commissioner**

**SPONSORSHIP
OPPORTUNITIES
AVAILABLE FOR ALL
UPCOMING EVENTS**

**CONTACT
AGC.WT@COMCAST.
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Meeting Re-Caps:

In August, we were pleased to have one of the executives from FedEx, Mr. Rhea Roberson address our membership. Mr. Roberson is the Director of Business Planning for FedEx. As is customary for publicly held corporations, their presentation must be very carefully presented so as not to provide any information that might be deemed inappropriate for the general public, for a variety of reasons. With that in mind, Mr. Roberson indicated their commitment to the Memphis International Airport is very much a priority for FedEx. There will continue to be projects for the local, regional and national construction industry, the one caveat being: They are about out of space!!!! Mr. Roberson did emphasize it is still more economical to ship MOST goods to the Memphis Sort Facility rather than to sort facilities in other areas. A considerable attention will focus on continuing to improve these areas.

September was an active month with two (2) activities. The membership kicked off the 2012 College Football season with a huge tailgate party for the University of Memphis versus Mississippi State University. This was the initial game for both teams. While MSU handled the U of M handily, our crowd of over 160 people enjoyed great food and refreshments provided by our very own member Hanson Pipe Products!!! This was just the beginning as we ended the month with a visit to our membership by the State of Tennessee Highway Commissioner, Mr. John Schroer. Mr. Schroer's visit was most informative, as well as entertaining. Mr. Schroer is the 29th commissioner in the history of the department. The annual budget is \$ 1.0 Billion however they may see a reduction in 2012. The objective of the department is to spend ALL the funds available. It was noted that TDOT is one of the very few state highway departments that is DEBT FREE! Due to ongoing funding concerns, TDOT is looking at a variety of options that might be available in to future for funding highway projects. Mr. Schroer is working on a cost reduction savings program where the savings from waste can be redirected to vital projects within the state.



UPCOMING EVENTS

November 15th Dinner Meeting at The Butcher Shop, Cordova – Speaker: Shelby County Mayor Luttrell.

December 3rd Christmas Party at The Butcher Shop, Cordova

Sponsorship

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!!!!

January 17th Dinner Meeting at The Butcher Shop, Cordova – Speaker: TBA
AGC West TN Open House – in process

SPONSORSHIP/ADVERTISING OPPORTUNITIES

Sponsorship:

Christmas Party – Company Name listed on master welcoming board - \$100
Company Name listed on master welcoming board and on placard located on each table - \$200.00

Advertising:

Quarterly Newsletter Advertising – 4 issues in 2012

Advertiser will provide company logo for all advertising options.

Business Card Ad - \$125.00

¼ page \$200.00

½ page \$375.00

Full page \$500.00

Size of ad will determine amount of information presented.

**This space is
available for
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THE ASSOCIATE GENERAL CONTRACTORS OF AMERICA

The Association of the Construction Industry