



Hard Hat News

ASA of Baltimore, Inc.

MARCH 2011

Curtis Engine & Equipment – The Company That Never Closes

By Denise Lindross

Albert Grimes, President of Curtis Engine & Equipment, has a simple rule of thumb for his company...“if you are out of power, you are out of business”. That is why he prides himself on the fact that his company literally never closes. “We are on call 24 hours a day and prepare to be ready for any situation. I have slept on the floor myself a couple times,” he reveals.

Founded in 1944, the locally owned and operated firm is a distributor of power generator sets, engines and switchgear for several major original equipment manufacturers. Curtis Engine was honored last year by its peers for having the “Most Generators Sold Nationally.” Paul Koch, chief operating officer, also received an award for “Achieving \$10 Million in Generator Sales.”

Known throughout the Mid-Atlantic region as a one-stop provider of power generation equipment, Curtis Engine currently services over 2,800 generator sets. “We have 47 employees altogether,” Grimes explains. Of those, we keep 18 techs on the road, with 6 of them outsourced at power plants to ensure they run on a 24 hour basis.”

Long before “green” was a buzz word, Curtis Engine

pioneered renewable energy 20 years ago as part of the team that developed a landfill gas (LFG) electric power plant at the Brown Station Road landfill in Prince George’s County.

LFG is an energy source that takes methane gas escaping from landfills and turns it directly into electricity. Since that landmark project, Curtis is involved with two more plants that are operative and four more that are in the works. “The methane recovery at the Waste Water Treatment Plant at Back River saves the City of Baltimore \$1-1.5 million a year,” reveals Grimes.

Curtis Engine distributes two major brands of equipment: Waukesha Engines are used



Mercy Hospital, Baltimore, Maryland
Curtis Engine provided two 1500 kW MTU Onsite Energy diesel generator sets, ASCO switchgear and eight ASCO transfer switches ranging from 1200 to 2000 amperes. Additionally, Curtis Engine supplied a 600 kVA UPS system from Active Power and a 1500 kW standalone load bank from Avtron Loadbank.

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Our President



Getting Back to Basics

I would like to start by thanking everyone who made our recent “Meet the GC’s” event such a success. I would like to thank Bausum & Duckett, Independent Testing Agency, Judd Fire Protection, Foy Safety and 1st Electric for their sponsorships. I would also like to thank the General Contractors who participated and made the event a success. As I stopped and talked to the various General Contractors, I was glad to hear they were excited about being at the event and meeting our subcontractors. They agree that relationships are extremely important in ensuring the success of a project. I also spoke to several members and they were pleased to have the opportunity to have the one on one time and see what they could do to get new business as well.

Our event also included a change to the current ASA of Baltimore staff. It was Rob Bertazon’s last meeting as Executive Directors for ASA. Rob will be pursuing a new and exciting venture and we wish him the best of luck in new endeavors, and thank him for his dedicated service to ASA of Baltimore. Good Luck Rob!

With that being said, ASA of Baltimore is focusing on getting back to basics. We are working on plans to get inactive members re-engaged and keep the current members focused on what ASA can do for you and your companies. Our Business Practice Interchange (BPI), Educational Seminars and Networking opportunities are just some of the benefits of membership. We are excited about adding some new educational opportunities and peer group meetings to enhance your membership experience. To quote Dennis McCartney, B & B Welding, at \$95.00 a month “ASA is the best, most cost effective, insurance a company can have.”

I will be traveling this week to the ASA National Convention in Naples, Florida and look forward to

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The Director’s Chair

The Time For Action is Now

*“Nothing happens unless first a dream”
~ Carl Sandburg*

In 1981, President Ronald Reagan addressed a Joint Session of Congress on his program for economic recovery just weeks after he survived an attempt on his life. Quoting Carl Sandburg, he stated “...that (dream) is what makes us, as Americans, different. We’ve always reached for a new spirit and aimed at a higher goal. We’ve been courageous and determined, unafraid and bold. Who among us wants to be first to say we no longer have those qualities, that we must limp along, doing the same things that have brought us our present misery? I believe that the people you and I represent are ready to chart a new course. They look to us to meet the great challenge, to reach beyond the commonplace and not fall short for lack of creativity or courage. Well, we have much greatness before us. We can restore our economic strength and build opportunities like none we’ve ever had before. “

I believe these same truths apply to the membership of ASA of Baltimore. Across the board, courageous and determined individuals had a dream of being a part of something bigger than themselves, of building not only a solid business that will be profitable and successful, but of leaving a legacy of fair and honest business practices behind them for those who follow in their footsteps; a dream of improving the construction industry for all subcontractors. From the largest corporation in our membership to the smallest Mom and Pop shop, the dream is the reason our members continue to believe their business will grow and prosper. That dream is what motivates them to belong to this association and invest their time and talent into making it better.

And none among us - members, Directors, Past Presidents and staff - wants to be the first to say we are stuck in a down economy and must wait out the storm until we see relief. In fact, we REJECT it. Instead, we have turned to the leadership of our association and

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Accountant's Corner



Construction Company Owner Tires of Failing Fleet

By Daniel J. Wahlberg, CPA

As I stood on a job site recently, staring at a huge piece of expensive equipment with smoke pouring from its engine, a simple question occurred to me: Is there a better way? Up until now, we've tried to maintain our vehicles and equipment as best we could to maximize their lives. But a spate of recent breakdowns has really hurt us. So I ask again: Is there a better way?

Fortunately, there is and it's called "fleet management." As its name indicates, this is a formalized, comprehensive approach to buying, using, maintaining and disposing of your vehicles, including those used to transport personnel, supplies or construction equipment.

What's it all about?

A critical aspect of fleet management is gathering data to track which company's vehicles are in peak operating condition. Any that aren't in prime condition are likely increasing your operating expenses — sometimes in amounts small enough that you may not even realize it.

Tracking information related to each vehicle's age, condition and usage will help you make the critical decision of whether to lease or buy a given asset and, if you purchase new, when it's time to sell. Leasing is often the go-to choice because of the flexibility of these arrangements, which often last as long as two to three years.

New vehicles feature lower initial maintenance costs, increased dependability and better technology. But a vehicle purchase will likely gobble up cash quickly and ay even require a loan. Plus, the inevitable wear-and-

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Safety Stop

Construction Site Electrical Hazard Protection

At construction sites the most common electrical hazard is the ground fault electrical shock. A ground fault occurs when a "hot" electrical wire contacts a grounded enclosure. In most situations, the fault will trip a circuit breaker or blow a fuse. However, if a break in the ground wire occurs, the worker would no longer be protected unless a secondary safety measure is available. One way to determine if your equipment is able to protect your workers is the Assured equipment grounding conductor program.

Assured equipment grounding conductor program

The assured equipment grounding conductor program covers all cord sets, receptacles which are not a part of the permanent wiring of the structure, and equipment connected by cord and plug.

OSHA requires:

- A written description of your program to be kept at your jobsite outlining your specific procedures for the required inspections, tests, and test schedule.
- That required tests are recorded, and the record kept until replaced by a more current record.
- That you designate one or more competent persons to implement the program.
- Electrical equipment noted in the program must be visually inspected before each day's use. Any damaged or defective equipment must not be used by employees until repaired.

Two tests are required by OSHA. They are:

- A continuity test to ensure the grounding conductor is electrically continuous.
- A test to ensure that the grounding conductor is connected to its proper terminal.

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Coach's Quick Notes



The Field

Now, where do you think we make or lose the most money? Correct – the field. Everyone gets this answer correct - every time. So far - so good.

If we can agree this is true, then what major efforts are you taking to get the field operation to near perfection? Or do you just believe that “bad stuff” will happen in the field and we just have to deal with it. After all, “that is just the way it is”. That is what I hear more times than not.

Well, remember this: Your field operations will only get better when your individual team members get better.

And there is a lot you can do to improve those skill sets and attitudes. This year we will be talking about the importance of people and what they do or do not do every day.

A key place to start is with the field foreman or superintendent. Are you developing them to be a first class foreman/superintendent; or just hoping they pick up the requisite skills?

What it takes!

Giving someone the title does not impart the essential skill sets.

Your field leaders must be able to:

- Read and interpret blueprints
- Have a written action plan every day
- Supervise a work crew; drive the job
- Develop team member's skill sets
- Run a safe job site
- Think and plan ahead; overcome obstacles

- Keep materials staged properly
- Generate a profit on the job
- Build relationships with customers

Would every one of your field leaders get at least an “A” in each category? Be brutally honest in your evaluation.

If not, you have some serious work to do. You must be proactive in developing the skills of the leaders in the most critical aspect of your business. Did you notice these skills are not directly related to trade knowledge necessarily?

The entire crew will be as strong or weak as its leadership. The foreman/superintendent is key!

“Coach” Bill Harrison
 Phoenix Learning Institute
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Member Benefit Update

Be Proactive When Managing Your Unemployment Claims;

Employers, both throughout the mid-Atlantic area and across the country, are bracing themselves for higher unemployment insurance taxes in 2011. And with our nation still recovering from recession and still facing long-term high unemployment rates, tax rates are likely to continue climbing for some time. However, unlike most other taxes, unemployment tax is one that employers can actually have some direct control over lowering. Employers who are proactive in their employee hiring, disciplinary and termination processes, as well as in their management of employment claims, stand the best chance of improving their *experience rating*, the rating that determines each company's unemployment tax rate.

For most small- to medium-sized businesses – especially those with high employee turnover rates, such as those in the subcontractors industry – the process of disputing unemployment claims can be a time-consuming and frustrating process. Losing just one claim dispute can cost thousands of dollars, which can be devastating to many businesses, especially in today's troubled economic times. This is why it is vital to make sure your company is in best position to dispute any and every wrongful unemployment claim made by your former employees – and the best way to do this is to maintain extensive and thorough written records and to never miss important deadlines associated with filed claims.

When a former employee files a claim for unemployment, the burden falls on the employer to prove that the individual should not be eligible for payment. If you are not able to provide adequate written evidence that the employee was at fault for his or her termination, or if you do not respond to the claim within the designated amount of time, the law will find in favor of the claimant every time. This is why it is paramount to keep clear documentation of your employee policies, changes in these policies, written warnings issued to employees, and any records or evidence of employees breaking your company policies. All of these documents will help you in the event that you need to prove an employee was

terminated for misconduct.

Should an unemployment dispute progress to a hearing, the judgment will depend on first-hand testimony from you as the employer and anyone else that can speak to the matter at hand, so it is important for you to be available and well prepared for these hearings. In the event that the decision is not in your favor and you disagree, you have a right to file an appeal and you must be prepared to present your facts and evidence.

With all of this in mind, it is easy to see why many employers—especially those with high employee turnover – lack the resources to properly manage, respond to and dispute their unemployment claims when necessary and ultimately, can end up paying thousands of dollars to claimants who shouldn't rightfully be receiving money. This is also why you should consider investing in hiring a third party to manage your unemployment claims for you. Today, many human resource, payroll and financial management firms offer unemployment services that can help employers improve their hiring, disciplinary and termination processes and the associated documentation and can also handle all of the paperwork and appeals associated with unemployment claims. Turning these responsibilities over to someone with the resources and expertise to properly handle them may save you valuable time, stress and cost.

At Payce, we have recently added unemployment cost management to our list of human resource and payroll services. Now our clients can rely on Payce to handle the administration of all of their unemployment claims, provide consultation and representation at all hearings, audit every benefit charge, and provide Web-based management reports that allow the progress of all existing claims, hearings and appeals to be viewed and tracked online. We aim to help all of our customers achieve significant cost savings by making sure every unemployment claim is accurately accessed, documented and protested when appropriate.

To learn more about unemployment cost management from Payce, please call us at 443.279.9000 (x1212) or [email us](mailto:bpfeifer@paycepayroll.com) @ bpfeifer@paycepayroll.com.

Failing Fleet

Continued from page 3

tear put on job site assets accelerates their devaluation, which has become an even greater problem in many areas of the country as the used equipment/vehicle market continues to struggle.

Is there an app for that?

Like just about every other aspect of the construction business, software is available to help you manage a fleet management program at your company. Many include interactive parts catalogs to help you target each asset's potential needs.

Another great function of many fleet management systems is their capacity to be integrated in multiple platforms, including your accounting and billing systems. This can help you better manage your finances as well as collaborate with subcontractors and joint venture partners.

Of course, no mention of fleet management would be complete without a nod to GPS technology. Installing GPS capabilities on vehicles can help you keep employees from using your assets for personal or recreational purposes. It may also help improve dispatching and lessen fuel consumption.

Need to tighten up?

Contractors nationwide are having to tighten their financial belts in various ways. Getting more from — and paying less for — your company's vehicles is a good way to do so.

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The Time for Action is Now

Continued from page 2

learned from the lessons of the past. Applying the methods and programs we depended on during times of economic strength simply do not work. A better game plan is needed, one that can do more with less.

I want to thank President Angelia Little and the Board of Directors for allowing me to continue in the footsteps of Rob Bertazon and all other Executive Directors before him, for the trust they have placed in me to carry out the mission of taking ASA to the next level and reinforcing our "back to basics" approach of providing our members with the tools they need to utilize their capabilities and level the playing ground in the construction industry.

I believe we have everything we need right before us, and as President Reagan so eloquently concluded, "All we need to begin with is a dream that we can do better than before. All we need to have is faith, and that dream will come true. All we need to do is ACT, and the time for action is NOW".

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Site Electrical Hazard Protection

Continued from page 3

These tests are required before first use, after any repairs, after damage is suspected to have occurred, and at 3-month intervals. Any equipment failing the required tests cannot be made available or used by employees.

An alternative method to the Assured Equipment Grounding Conductor Program and to overcome ground and insulation deficiencies is the use of a ground-fault circuit interrupter (GFCI). The GFCI is a fast-acting circuit breaker which senses small imbalances in the circuit caused by current leakage to ground and in a fraction of a second shuts off the electricity. The GFCI will not protect employees from line-to-line contact hazards, but it does provide protection against fires, overheating, and destruction of wiring insulation.

Ground-fault circuit interrupters (GFCIs)

You are required to provide approved ground-fault circuit interrupters for all 120-volt, single-phase, 15- and 20-ampere receptacle outlets on construction sites not a part of the permanent wiring of the structure and which are in use by employees. Receptacles on the ends of extension cords are not part of the permanent wiring and must be protected by GFCIs.

GFCIs monitor the current-to-the-load for leakage to ground. When this leakage exceeds 5mA +/- 1 mA, the GFCI interrupts the current. They are rated to trip quickly enough to prevent electrocution.

OSHA's requires you to provide either ground-fault circuit interrupters, or a scheduled and recorded assured equipment grounding conductor program.

Terry L. Foy ~ Foy Safety Consulting, Inc.

410-446-3995

foysafety@comcast.net



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Donald N. Hoffman, MS, CPA,
Daniel J. Wahlberg, CPA, or
Stephen W. Oliner, CPA, CFE, CVA, ABV

Back to Basics

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reporting what's happening with ASA National. We hope to bring back some valuable information we receive at the educational seminars.

Mark your calendar for our annual Cross Street Marketing Networking Meeting – Thursday March 24th – I hope to see you there!

*Angelia Little, 1st Electric, Inc
ASA of Baltimore President
2340 Monumental Avenue, Baltimore, MD 21227
(410) 242-0303~ alittle@1stelectricinc.com*



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**AFTER ALL THIS SNOW, WE ARE READY FOR A LITTLE SPRING...
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NETWORKING EVENT AT
CROSS STREET MARKET**



**Thursday, March 24
Nick's Seafood - 6-9 pm
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PIT BEEF!
NETWORKING!**

**Deadline to apply for ASA of Baltimore Scholarship is
March 31, 2011!
Application is enclosed in this newsletter**



Curtis Engine

Continued from front page

as continuous run equipment in green energy projects and MTU Onsite Energy is utilized as stand-by or back up energy. As a primary source of standby power, they work for some of the most prestigious clients in the world include federal installations, data centers, hospitals, 911 centers, airports, correctional facilities, colleges, and retail and manufacturing firms. All of their technicians are constantly trained and factory certified to keep up with industry standards and to ensure continuous operations. All of them are capable of troubleshooting engine, generator, fuel and automatic transfer switch problems. "I preach reliability," claims Grimes. "We service it like we own it."



Curtis tech shoots infra red on HOT switch

Their customer base is primarily electrical contractors and ASA of Baltimore has been instrumental in helping to grow their client list. "The relationships I

have cultivated as a member of ASA have been huge," Paul Koch insists. "I do a large portion of my business with ASA members because of my involvement in the association."

For the last three years, Koch has been the Chairman of our annual golf outing, and is proud to sign Curtis Engine & Equipment on as co-sponsor of this year's event to be held at the Wakefield Valley Golf Club on April 26th. His partner in the event sponsorship is MTU Onsite Energy. "Between the two companies, we are committing a minimum of seven foursomes and hope to encourage more of our suppliers to attend as well." This important fundraiser is well attended by subcontractors, general contractors, suppliers and professionals in



Two WAUKESHA's at Cove Point LNG plant



Three of six units, awaiting shipping to the new WORLD TRADE CENTER..2500 Kva

the construction industry and is a perfect way to get some fresh air, enjoy a little friendly competition and strengthen your relationships with your customers and prospective customers. Your marketing dollars are put to good use and there are many types of sponsorships available.

Join Curtis Engine & Equipment, the generator specialist for over 60 years, and explore the ways ASA of Baltimore can supply the power to fuel your business.



Join these Sustaining Members!

Support ASA of Baltimore!

HOW IT WORKS!

One of the new features we are offering is to expand on our SUSTAINING MEMBERSHIP. Please review the follow categories and see if one of the features would be something your organization is willing to go a step above normal and customary dues to support.

Top Level - \$5,000 Platinum

1. 60" x 24" Banner – 2 sponsors per banner - to be displayed at all ASA events
2. 1 year Platinum Website Logo Link
3. HHN Spotlight Article w/ framed display copy
4. 1 year - ¼ page color ad in HHN

Mid Level - \$3,000 Gold

1. 60" x 24" Banner – all sponsors on one banner -to be displayed at all ASA events
2. 1 year Gold Website Logo Link
3. 1 year – color business card ad in HHN

Lower Level - \$2,000 Silver

1. Counter top banner with all sponsors on one banner – to be displayed at all ASA events
2. 1 year Silver Website Logo Link
3. 1 year – B/W business card ad in HHN

PLATINUM



Windsor Electric Company



GOLD



SILVER



ASA
OF BALTIMORE

Thanks you all
for your
support!

Member News



Please join us as we welcome our newest member:

Custom Park Services, Inc.

3019 E. Old Jessup Road

Jessup , MD 20794

Phone: 410-799-7745

Fax: 410-579-1284

email: custompark@comcast.net

Gross Mendelsohn Expands Technology Solutions Group Staff

Gross, Mendelsohn & Associates, P.A. is pleased to announce that Kiel Moore joined its Technology Solutions Group as a senior network consultant/engineer. Moore graduated from State University of New York at Geneseo with a bachelor's of science degree in business administration. He is a Microsoft Certified Systems Administrator, a Microsoft Certified Technology Specialist, and CompTIA Security+ Certified. He previously worked as a network engineer for COMNEXIA Corporation in Atlanta, Georgia.

Gross Mendelsohn is a full-service CPA and consulting firm serving the complete financial needs of privately-held businesses, nonprofit organizations and families in the Mid-Atlantic region. The firm's Technology Solutions Group is a full-service, one-stop technology resource, specializing in the installation and support of accounting applications, and the setup and support of computer and network systems. For more information, visit the firm's website at www.gma-cpa.com.

Goodman & Company, LLP Adds Two Professionals in Rockville Office

Goodman & Company, LLP, one of the region's largest certified public accounting firms, has announced the addition of two new professionals in its Rockville office.

Maryam Tavakoli, CPA, is a new Senior Associate. A graduate of the University of Maryland with a Bachelor of Science degree in Accounting, she has more than five years of public accounting experience and specializes in general accounting, audit, financial reporting, income tax, small business, not-for-profit and construction.

Mansoor "Manny" Syed is a new Associate. He is also a graduate of the University of Maryland with a Bachelor of Science degree in Accounting. Prior to joining Goodman & Company, he was a staff accountant for a local accounting firm.

With more than 80 partners and 500 professional staff, Goodman & Company is a regional certified public accounting and business advisory firm delivering quality accounting, tax and specialized services.

The company recently announced that effective April 1, 2011, it will merge with North Carolina-based Dixon Hughes PLLC. Headquartered in Charlotte, the combined firm will be known as Dixon Hughes Goodman LLP and will employ more than 1,700 people in 30 offices in 11 states and Washington, D.C. Dixon

Hughes Goodman will be the largest certified public accounting firm based in the Southern U.S. and the 13th largest in the nation. Visit www.goodmanco.com or www.goodmanco.com/dhg for more information.

Member News

ACE Legislative Reception

Members of ASA of Baltimore met with other representatives of The Alliance for Construction Excellence (ACE) at The Calvert House in Annapolis on Thursday, February 10, to meet legislators and discuss issues affecting them in the construction industry.

The Alliance for Construction Excellence (ACE) is a coalition of premier construction specialty contractor associations allied to create awareness about the value of quality construction. ACE represents subcontracting firms that employ highly skilled technicians for field construction work and provide employees with high-value wages, benefits and continuing education.

Maryland's construction industry is one of the leading economic engines that fuel the state economy, and specialty contractors constitute the majority of employers and workers. ACE affiliated companies generate gross annual sales in excess of \$6.5 billion dollars, and industry-related spending is a significant source of revenue for both the public and private sectors.



Div. Labor & Industry Commissioner J. Ronald DeJuliis and Mike Pappas, Harrison Law Group



Sharon Dobson, Priceless Industries, Inc. and Dennis McCartney, B & B Welding, Inc.



Dennis McCartney, B & B Welding, Inc.; John Kirby, Mercury Masonry; Delegate Joseph Boteler; and Mike Pappas, Harrison Law Group



Fred Judd, Judd Fire Protection, LLC and Robn Bertazon, ASA of Baltimore

National News

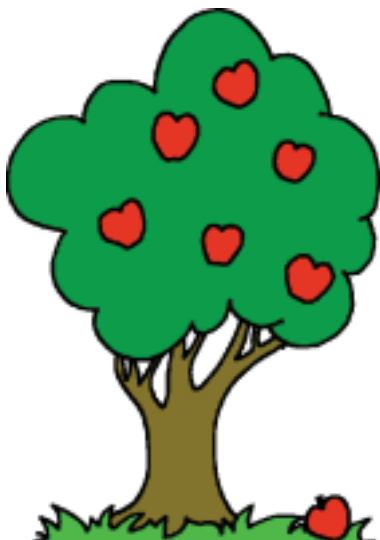
ASA's State Legislative Tracking Reports Keep You in the Know

Stay up-to-date on state legislation important to you and your business. ASA's [State Legislative Tracking Reports](#) track the progress of legislation by state and by issue, searching official legislature Web sites every night for new developments.

Available exclusively to ASA members, the system tracks state and federal legislation on priority subcontractor issues such as bid shopping, surety bonds, construction liens, licensing and work force issues, immigration, prompt payment, and risk allocation.

Find the text of legislation related to these issues and get status updates on legislation each day, from introduction, to committee assignment and hearing dates, to your governor's signature. Stay in the know with ASA's State Legislative Tracking Reports. To get started visit the "Advocacy & Contracts" section of the ASA Web site.

For more information, contact ASA at (703) 684-3450, Ext. 1317, or governmentrelations@asa-hq.com.



Learn About Risks Associated with Public-Private Partnerships

As governments on all levels increasingly use public-private partnerships to finance construction projects, you should know the potential risks associated with P3s. In an environment where profit margins are as tight as they have ever been, don't get into a dispute over payment and realize the payment assurances you have historically relied on are absent!

Many P3s use public land and private builders. You may not have the payment protections offered by mechanic's liens since public projects generally are not lienable. You also may not have the protections offered by statutorily required payment bonds when owners are private or partly private.

Before bidding a project, carefully review each contract's payment assurances. Don't automatically assume that a local, state or federal law is applicable to a P3 — because many times it isn't. With governments at all levels planning to leverage P3s to pay for construction projects, if you have not yet seen a P3 out for bid, you soon will.

Learn more about the risks of P3s and ASA's efforts supporting payment assurances for subcontractors in the January 2011 [ASAToday Special Report](#), available in the members-only section of the ASA Web site.

For more information, contact ASA at (703) 684-3450, Ext. 1317, or governmentrelations@asa-hq.com.



National News

Have You Heard About the New and Improved ConsensusDOCS Documents?

In January, the ConsensusDOCS coalition, of which ASA is a founding member, released the first revisions to its standard 750 subcontract agreement and 751 short-form subcontract agreement since the documents were originally published in 2007. The coalition also released revisions to its prime contractor design-bid-build, design-build, and CM-at-risk documents, as well as revised qualification documents for subcontractors and constructors and two new documents.

“Rather than wait 10 years to react, the 2011 comprehensive update puts ConsensusDOCS ahead of the curve,” said Brian Perlberg, executive director of ConsensusDOCS, Arlington, Va. “Today’s construction industry looks almost nothing like it did in 2007. The practical expertise of an expanded coalition effort brought new ideas and actively listened to outside feedback to make the best standard contracts even better.”

ASA endorses the new and updated ConsensusDOCS documents, which reflect the latest laws, changes in construction markets, and industry best practices. “One revision, for example, provides ... additional assurances about the sureties that may underwrite payment bonds on projects,” said ASA Executive Vice President E. Colette Nelson. “With project financing and economic conditions so different than they were in 2007, when the initial ConsensusDOCS documents were released, that additional assurance is very valuable.”

Read the “[Highlights of ConsensusDOCS 2011 Update](#)” at www.consensusdocs.org. Download sample contracts from the [ConsensusDOCS Web site](#), and use the [ASA order form](#) at www.asaonline.com to get your 20 percent ASA-member discount.

Learn how the new and updated 2011 ConsensusDOCS documents benefit subcontractors and how to bid and negotiate better contract terms using these documents in ASA’s April 12 webinar, “[Benefiting from the New](#)

[and Improved ConsensusDOCS Documents](#).” Julie Neuroth, Esq., Benjamin, Yocum & Heather, LLC, Cincinnati, Ohio, will present this 90-minute webinar at 12:00 p.m. EDT on April 12. The registration fee for the webinar is \$99 for ASA members and \$179 for nonmembers, and allows access with one Internet connection and one telephone line. After the program, participants will receive a multimedia CD-ROM with an audio-visual recording of the presentation, and a link to a printable ASA Certificate of Completion.

New FASA CD-ROM Provides Tips on Managing Risks of Green Projects

As more public and private owners require their buildings to be certified as “green,” more disputes are arising over who is responsible when projects don’t earn “green” status. In FASA’s newest CD-ROM, “Understanding and Managing the Risks of Green Projects” (Item #8043), presenter Donald Gregory, Esq., Kegler, Brown, Hill and Ritter, Columbus, Ohio, discusses the latest developments in green building and how the groundbreaking, ASA-endorsed ConsensusDOCS 310 *Green Building Addendum* clarifies the roles and responsibilities of project participants.

This CD-ROM contains a 90-minute audio-visual recording, and a media player to watch and listen to the recording. View and listen to this presentation on a computer with speakers or headphones, and use it for group training — simply project it onto a screen or wall in your conference room! The CD-ROM is \$65 (members) or \$95 (nonmembers).

To order this and other resources tailored to the needs of subcontractors, visit “Browse Products” at www.asaonline.com or call (888) 374-3133.

Professional Council

Members Helping Members

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410-403-1583
pandresen@scandh.com

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beklaw@comcast.com

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smainello@rcmd.com

COMPUTERS: Allen Gudesblat
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alleng@nlt-usa.com

EQUIPMENT FINANCING: Mel Taylor
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410-661-5000
mel@cilc.com

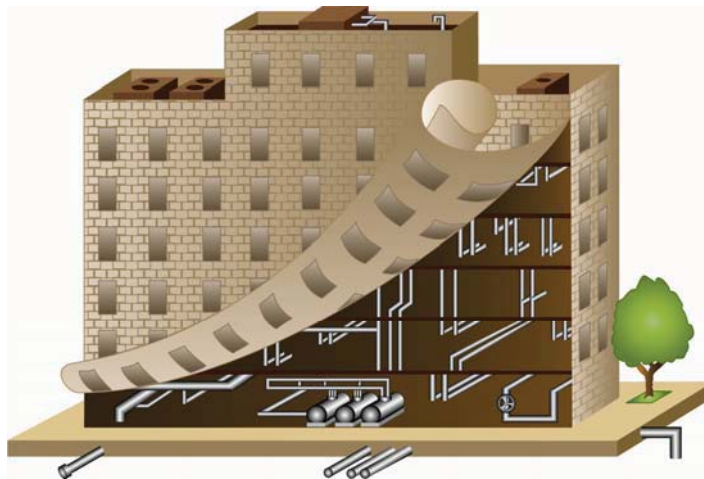
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derdman@ur.com

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301-829-4795
scott@thebenefitco.com

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Foy Safety Consulting, Inc.
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Each month a list of professional service members will be listed in the Hard Hat news as the Professional Council on call for the month. They will be more than happy to address a question from ASA members.

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April**2011**

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25		27	28	29	30

**ASA of Baltimore's Annual Golf Outing
is right around the corner**

**Tuesday, April 26, 2011
Wakefield Valley Golf Course
9 am shotgun start**

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CALENDAR OF EVENTS

Thursday, March 24
Networking Meeting at the
Cross Street Market - Nick's Seafood
6-9 pm
Members: \$50 Non-members: \$60



Tuesday, April 26
Annual Golf Outing - The Curtis Engine/
MTU Scramble
Wakefield Valley Golf Club
Westminster, MD
9 am Shotgun Start

Hard Hat News

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ASA of Baltimore, Inc.

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Chapter Accountant.....Art Little, CPA

Executive Director.....Denise Lindross

BOARD & COMMITTEE MEETINGS

Tuesday, March 8
Membership Committee
9:30 am

Board of Directors
10:30 am
Offices of ASA of Baltimore
5808 Allender Road, White Marsh



HAPPY ST. PATRICK'S DAY



ARE YOU READY FOR A PIECE OF ME?

ASA of Baltimore Annual Golf Outing

Tuesday, April 26, 2011
Wakefield Valley Golf Club
9 am Shotgun Start



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Player Names: _____

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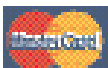


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ASA of Baltimore

cordially invites you to the

March Networking Meeting at the Cross Street Market

1065 S. Charles Street; Baltimore, MD 21230

Thursday, March 24 ~ 6:00 p.m. - 9:00 p.m.

Join us for the delicious offerings of Nick's Inner Harbor Seafood. This annual meeting is always one of our best attended events and is a great way to mix, mingle and make new friends at ASA



Regular registration for the March network meeting ends on 3/18/11 Late registration is subject to availability and additional fees. Cancellations must be received by noon 3/21/2011 for refund or credit. Substitutions are allowed.

Company Name _____ Phone _____

Attendee Names

*E-Mail to confirm registration

ASA Members \$50 ea. ____ Non-Members \$60 ea. ____ Guests \$0* TOTAL \$_____

*Guests must be General Contractors or Prospective Members. We must have 7 days notice to ensure availability and include in program

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