

ASAM MEMBERSHIP

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Architectural Metals, Inc.
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Marine Services Inc.
Connan, Inc.
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Excel Electric, Inc.
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Jack Dykstra Excavating, Inc.
John W. Potter, Inc.
Kent Companies, Inc.
Kerkstra Precast, Inc.
Klein A & B Builders
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SecurAlarm Systems, Inc.

(continued on reverse)



PRESIDENT'S CORNER

Reflecting on Last Year's Performance — Setting Professional Goals for Year Ahead



The start of a new year is always a time of reflection and goal setting. At the close of 2017, I'm sure that most of us took some time to look back on our year, and to resolve to do better in 2018. On January 1, we would start that new diet, kick that bad habit or learn that new skill we've always wanted to try.

Personally, I'm aiming to reverse the trend of a record-high weight in 2017. (If you see me at any of our upcoming events, help me stick to my resolution by reminding me to step away from the desert table!)

Whatever your personal resolution is for the year, I hope that as you read this, you've already made great progress toward it. I hope that you also take some time to reflect on your 2017 business performance and professional goals for 2018. While this is often measured in dollars and cents, I encourage you to look at other evaluation criteria this year—perhaps the same standards we use to judge our general contractors in the MCOY Awards?

- Bid Ethics & Practice
- Safety
- Jobsite Supervision
- Communication
- Schedule Coordination
- Project Relations
- Lien Process
- Administrative Procedures
- Payment Terms
- Quality Workmanship

What grade would you give your company in each of these areas for 2017? What should you strive to achieve in 2018?

While you may identify an area or two that needs improvement, ASAM members should give themselves high marks for quality workmanship. That's the consensus among the area's General Contractors. During our feedback sessions for the MCOY Award, participating companies

repeatedly told us how impressed they were with ASAM members' quality of work. Together we set—and raise—the bar for the entire industry.

Workmanship aside, if your business could use some assistance in any of these evaluation areas, ASAM is here to help. Our programming throughout 2018 is designed to educate members on best practices, so that together we can achieve more success. Better yet, ASAM members have an opportunity to network and learn from other contractors on a national level through our parent organization. ASA's SUBExcel takes place Feb. 28 to March 3 in Tempe, AZ. I am happy to announce that this year ASAM has been nominated for the *Chapter of the Year Award*, which will be announced at SUBExcel. And, while most of us don't need much of a reason to visit Arizona during a Michigan winter, the programming and workshops are guaranteed to help your company achieve its 2018 goals. For more information visit <http://www.subexcel.com/>.

One goal that ASAM is working on in 2018 is communication. I'm excited to announce that we're developing a new app that's specifically designed to make communication among members more efficient. We'll share more details later this year. In the meantime, please continue to contact me directly with your feedback at weaverc@andyegan.com. I really do want to hear from you.

These initiatives, combined with a positive industry outlook for 2018 and beyond, give me the confidence that this year will be our members' best ever. I wish you a prosperous new year — one that I know can be achieved with the partnership of our members.

Chris Weaver, Andy J. Egan Co., Inc.
ASAM President

ASAM MEMBERSHIP

(continued from front)

Sobie Company, Inc.

The Bouma Corporation

Titan Interiors, LLC

Total Fire Protection, Inc.

Town & Country Group

Van Dam Iron Works, Inc.

Van Dyken Mechanical

Van Haren Electric, Inc.

Vander Hyde Mechanical

VanLaan Concrete Construction

Vos Glass

Welch Tile & Marble Company

West Michigan Door Co.

Westmaas Electric

Windemuller Electric, Inc.

Wolverine Power Systems

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United Rentals

Zeeland Lumber and Supply

Visit us online at
www.asamichigan.net

ASAM Committees: Active and Involved Members

Looking to get more involved with ASAM in 2018? We are always looking for input from members on any of our committees. If you have thoughts or ideas, please contact the respective committee chair or one of its members.

We are currently in need of a Legislative Committee Chair and members. If you are interested in joining or chairing this committee, please contact any of the

board members listed below or email info@asamichigan.net.

If any of the following committees align with your personal or business goals, please join in! We appreciate active and involved members. In fact, member support is the primary reason ASAM is so successful.

Following are the current ASAM committees and their members:

BPI Committee

Chris Weaver*

Brian Potter

E.B. Sonheim

Jeff Moomey

Kris Elsenbroek

Mindy Curtiss

Ty Beckering

CWDA Committee

Steve Coates*

Dan Hall

Education Committee

Brian Potter*

Chris Weaver

Executive Recruiting Committee

Matt Fennema*

Internship Committee

Steve Coates*

Dan Hall

Jesse Snyder

Legislative Committee

Open Seat *

Jon Lunderberg

Open Seat

MCOY Committee

Steve Coates*

Ann Plummer

Chris Weaver

Dan Hall

Mark Rysberg

Matt Fennema

Mike Waalkes

Tim Burgess

Tony Vermaas

Reagan Marketing + Design

Membership Committee

Tim Burgess*

Paul Roussey

Scott Gibbons

Tim Koster

Programming Committee

James Bockheim*

Chris Weaver

Jon Lunderberg

Safety Committee

Brian Potter*

Brian Gall

Bryan Edwards

Craig Oliver

Mark Rysberg

Nathan Steffen

Terry Buschert

* *Committee Chairperson*

Safety Committee Update:

MIOSHA Alliance Training Session

We are currently scheduling our first MIOSHA Alliance jobsite training session. First Companies has agreed to host our group and MIOSHA for an event at the Wolverine Dermatology project in January or early February; keep an eye out for this. The ASAM and MIOSHA Alliance has been put in place to help emerging trade contractors grow their safety training, awareness, and programs.

Our Alliance reads: "To encourage worker participation in workplace safety and health issues by visiting six smaller projects in the first 12-month period, to engage and help train the trade contractors onsite." Please let ASAM help make your business a safer place!

Brian D. Potter, Architectural Metals Inc.
ASAM Director—Safety/Education Chair

03.07.18

CWDA Rally Save the Date

Join us for a night of fun as we celebrate the construction industry and raise money and awareness for the Construction Workforce Development Alliance (CWDA), Construction Core Jump Start Scholarships and Mi-CareerQuest.

Wednesday, March 7

4:00 to 9:00 p.m.

GRCC Leslie E. Tassell M-TEC
622 Godfrey Ave SW

4:00 Registration and Networking

5:00 Team Competitions Begin

9:00 Event Concludes

Heavy appetizers, beer and wine provided. Register at: webuildmi.com/rally/

Steven Coates, Welch Tile & Marble
ASAM Director, CWDA/Internship Chair