

## New OSHA Reporting

As of Jan. 1, 2015, there is a change to what covered employers are required to report to the Occupational Safety and Health Administration. Employers are now being required to report all work-related fatalities within 8 hours and all inpatient hospitalizations, amputations, and losses of an eye within 24 hours of finding out about the incident.

Previously, employers were required to report all workplace fatalities and when three or more workers

were hospitalized in the same incident. The updated reporting requirements have a life-saving purpose: they will enable employers and workers to prevent future injuries by identifying and eliminating the most serious workplace hazards.

Employers have three options for reporting these severe incidents to OSHA. They can call their nearest area office during normal business hours, call the 24-hour OSHA hotline at 1-800-321-OSHA (1-800-321-6742), or they will be able to report online.

### As of January 1, 2015:

#### All employers\* must report:

- All work-related fatalities within 8 hours

#### Within 24 hours, all work-related:

- Inpatient hospitalizations
- Amputations
- Losses of an eye

#### How to Report Incident

- Call 1-800-321-OSHA (6742)
- Call your nearest OSHA area office, during normal business hours ([www.osha.gov/html/RAmap.html](http://www.osha.gov/html/RAmap.html))
- Use the online form, available soon: [http://www.osha.gov/report\\_online](http://www.osha.gov/report_online)

## Member News

**Ritz Safety LLC**, a South Florida industrial safety supply distributor established in 1983, has moved from their Powerline Rd. location in Pompano Beach to a new warehouse and showroom at 2200 W. Copans Rd. The new retail and distribution center features increased warehouse and storefront space enabling Ritz Safety to provide better service to their local, regional and export customers.

**Miller Construction Company** has added Project Manager Doel Acosta and Controller Preeti Jain to its management team.

Before joining Miller, Acosta was project manager with JE Dunn Construction and Moss & Associates for seven years.

Preeti Jain supervises Miller Construction Company's overall accounting functions while enhancing financial processes and internal controls.

**Moss & Associates** announced that Executive Vice President Brett Atkinson has been named to the 2015 board of directors for Associated Builders and Contractors Florida East Coast Chapter (ABC-FEC). Atkinson will actively serve on the organization's legislative affairs committee.

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Doel Acosta



Preeti Jain



Brett Atkinson

# Win More Work with a Better Sales Process!

Each month Construction FOCUS features a CASF member company, selected by drawing a business card from among those attending the monthly networking breakfast. The next breakfast, sponsored by PWI Construction, will be held on Thursday, February 19, 7:30 a.m. at the Boca Raton Marriott Hotel - 5150 Town Center Circle, Boca Raton.

Since 2012, FollowUp Power has been "Your Sales Authority From Contact to Contract," with sales coaching and their powerful cloud-based Sales Automation Platform called "CloudPower", FollowUp Power improves specialty contractors' sales process to help them win more work.

teams, CloudPower streamlines the entire sales process. It provides personalized performance dashboards with dynamic data-driven insights which allows you to seamlessly track leads, sales pipelines, closing ratios, achievement against quota and communication. CloudPower's analytics engine connects the dots

ware, FollowUp Power also offers a professional service called "CoachingPower", which helps infuse what they like to call a "sales culture" into the very core of your organization. The key word in their coaching process is "discipline." They believe that disciplined, self-motivated people in the right places followed by disciplined thought strategized by leadership, followed by disciplined action can make a successful sales machine.

"We have the privilege of turning companies around to win more work and help people sleep better at night," says Ryan Groth, Chief Strategy Officer. "We leave each day knowing we have impacted not just C-level people in firms, but all who follow them and are involved in their organization. We help companies, therefore we help people."

Becoming a member of CASF in 2013 has helped FollowUp Power understand the market they are focusing on. Attending networking events has given FollowUp many opportunities to consistently be in front of the right companies. Recently they completed a multi-bid function with Miller Glass & Glazing to capture multiple general contractors on projects to bid. It will not only track the closing rates of salespeople and estimators, but it will also improve how the company performs with certain clients.

FollowUp Power is located at 7809 West Commercial Blvd Tamarac, FL 33351. For more information about all of the services they offer please visit their website at [www.followuppower.com](http://www.followuppower.com).

# FollowUp Power

Your Sales Authority from Contact to Contract

From software to coaching services, FollowUp Power is all about bringing automation and structure to disorganized, undisciplined companies.

Specifically designed for specialty contractors with high-performance sales

reporting data to significantly shorten each sales cycle and help win more competitive contracts.

FollowUp Power acknowledges that software can't always help the real problem when it comes to sales. That is why in addition to soft-

## CONSTRUCTION ASSOCIATION of South Florida

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Construction Focus is the official publication of the Construction Association of South Florida. Article suggestions and submissions for publication consideration should be forwarded to the Executive Vice President.

# Winter Social at M.I.A. Brewing Co. in Doral

Thursday, January 29



## Legal Q & A

**Q** I'm an electrician who does a lot of service work. I have any number of credit cards issued to employees so they can fill the trucks with gasoline. Is there a limit to my exposure for unapproved charges on those cards?

**A** It depends. Credit cards are governed by Federal law. Consumer credit cards have a limit of Fifty Dollars (\$50.00) that can be charged on them for fraudulent or otherwise unauthorized charges. Unauthorized has a specific definition.

CFR Section 226.12 states, in pertinent part:

*(b) Liability of cardholder for unauthorized use.*

*(1)(i) Definition of unauthorized use. For purposes of this section, the term "unauthorized use" means the use of a credit card by a person, other than the cardholder, who does not have actual, implied, or apparent authority for such use, and*

*from which the cardholder receives no benefit.*

*(ii) Limitation on amount. The liability of a cardholder for unauthorized use of a credit card shall not exceed the lesser of \$50 or the amount of money, property, labor, or services obtained by the unauthorized use before notification to the card issuer under paragraph (b)(3) of this section.*

This \$50 limit is for consumers and for businesses with less than 10 cards issued.

*... (5) Business use of credit cards. If 10 or more credit cards are issued by one card issuer for use by the employees of an organization, this section does not prohibit the card issuer and the organization from agreeing to liability for unauthorized use without regard to this section. ...*

As such, if you have less than ten (10) credit cards issued, the \$50.00 limit applies to you as well, assuming the improper use

meets the definition of "unauthorized". If you have ten (10) or more cards, you would need to look at the exact agreement you have regarding any "negotiated limit". My experience is that there will not be any specific negotiated limit which will allow the provider an argument that by signing the agreement, you agreed that there was no limit.

It would be wise for you to limit the number of cards to nine if possible. Also, review the agreement you entered with the provider to see if there is a limit. If not, possibly you could negotiate one into your next contract. And of course immediately notify the card issuer information regarding an employee who no longer has authorization to use the card. .

*Kevin J. Taylor has been certified by the Florida Bar as an expert in construction law. Visit his website [kevinj.taylorlaw.com](http://kevinj.taylorlaw.com).*

CONSTRUCTION  
**FOCUS**  
CONSTRUCTION ASSOCIATION OF SOUTH FLORIDA

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ROUTE TO:

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**2015  
Construction  
Night at the  
Panthers  
BB&T Center**  
*Thursday, January 15*

