



SPIDER GROUP

Since their first revitalization meeting in July 2010, the Associates' Committee, chaired by Ginger Imes of DS&P Insurance Services, Inc., is off to a fresh start developing innovative ways for **Contractor** and **Associate** members to build stronger relationships through communication and networking.

This is a summary of their first **Spider Group** meeting. The definition of a spider group is simple: a meeting designed to get to know other members, find out what their UCA objectives are, and network accordingly.

SPIDER GROUP SUMMARY - SEPTEMBER 17TH

KEN ADAIR, PIRTEK HOSES AND ASSEMBLIES: Pirtek Hoses provides emergency hose replacement along with proactive hose maintenance for construction equipment and manufacturer's production machines. Their mobile units and large inventory provide services that help minimize the loss of production & revenues to business owners.

TIM CONLON, BUNKER HILL: Bunker Hill offers many programs that can be accessed through your local insurance agent including options for underground contractors and stone/aggregate quarries. Tim is their claims specialist and is looking to build partnerships with independent insurance agencies to provide preventative loss control services/resources to contractors.

MARK HARMS, FIRST MIDWEST BANK: First Midwest Bank provides on-site financial consulting and services for employees and employers. Their employee program serves as a supplement to the employer's benefits plan as they provide one on one consultative services and products tailored to their individual needs. Mark works closely with insurance agents to set up MSA accounts which are accounts that can be used to supplement high deductible medical plans.

GINGER IMES, DS&P INSURANCE SERVICES, INC: Ginger works closely with business owners to customize insurance and risk management programs. DS&P Insurance is committed to educating clients and prospects so that they understand exposures. Value added services provided include contract review, access to workers compensation and ERISA legal advice, safety services (mock OSHA inspections, CPR training etc) - just to name a few.

BRIAN KLIMES, FOCIS PROMOTIONS: FOCIS Promotions provides solutions for all promotional product, logo apparel, incentive program and event needs. Brian customizes programs and suggests products based on client's needs and budget. Brian delivers high quality products, excellent customer service at competitive prices.

GENE SULLIVAN, US PIPE: U.S. Pipe manufactures ductile iron pipe in sizes 4"-64" using 95% recycled materials. Looking to work with contractors, engineering firms and municipalities. Our new state of the art manufacturing facility is on the cutting edge of iron pipe manufacturing and allows us to manufacture more efficiently. The local stocking depot means fast delivery and great customer service.

All Spider Group summaries are submitted by UCA members. In no way does UCA support or promote one member's product and/or service over another. All members are encouraged to participate in Spider Groups. This summary is not a comparison of other companies but rather an introduction of group participants.

**To participate in an upcoming Spider Group,
please contact UCA staff at (630) 467-1919 or awicks@uca.org.**