

SEPTEMBER

September 18
Monthly LUNCH Meeting
Syberg's on Dorsett

September 26
Educational Seminar
The Human Side of Construction
Enterprise University

OCTOBER

October 7
ASA 32nd Annual
Golf Tournament
Whitmoor Country Club

October 16
BPI in a Box
Syberg's on Dorsett

NOVEMBER

November 20
Monthly LUNCH Meeting
Paric Corporation

DECEMBER

December 4
CASINO NIGHT
HOLIDAY PARTY
Syberg's on Dorsett

JANUARY

January 29
Meet the GC's Expo
St. Charles Convention Ctr.

For a full list of all
ASA Midwest Council events
visit www.asamidwest.com

SEPTEMBER 2019

I write this message just after attending the August membership dinner meeting. It was a great event. The panel discussion with three local developers provided a good perspective of what's currently going on in our city. It also provided a good opportunity to meet some consumers of our construction products and services and get input of what they are looking out for in the future.

ASA is great at events, and we have more coming. September and early October will be busy months with lots to offer.

September 18th, we will have a membership lunch meeting @ 11:30 am at Syberg's on Dorsett. The subject will be Active Shooter Preparedness. Unfortunately, we all need to be aware of this subject, and have preparedness in the event of the unimaginable becoming reality. (thank you to the Safety Committee for making this presentation a reality, they are doing some great work).

September 26th @ 7:30 am at Enterprise University in Creve Coeur we are having Martha-Ann Marley present a half day seminar on the Human Side of Construction. I've heard great reviews on her covering of human behavior and financial performance within the construction industry. I look forward to hearing her insight.

With October brings the ASA Golf Tournament, October 7th at Whitmoor Country Club. Be sure and get your foursome signed up for this great tournament, the best place to do that is on the asamidwest.com website. It's a day of fun providing the ability to network with many people from different aspects of the construction industry. End users, contractors, sub-contractors, service providers they are all there. This is one of the best attended and best run tournaments in town (thank you golf committee, for the valiant effort). So be sure and get signed up and stay involved!

Tom Henson,
Affton Fabricating & Welding Co., Inc.
President, ASA Midwest Council
thenson@afwc.com

Syberg's on Dorsett

2430 Old Dorsett Rd
Maryland Heights, MO

Directions: Exit HWY 270 at the Dorsett Exit.
Go east on Dorsett, and a left onto Old Dorsett
Road to Syberg's.

ASA Midwest Council needs your time and talent!



**Are you a new member looking to get more involved with the ASA?
Or perhaps you are a long time member, and have never joined a committee!**

**We are always looking for committee members to assist with our
quarterly events, as well as the ongoing committees,
that help run the organization!**

**If you are interested in joining a committee, contact executive director,
Susan Winkelmann 314.845.0855 or susan@asamidwest.com**

ASA Midwest Council has been Building. Community. Since 1967!

**ASA'S 14th ANNUAL
CASINO NIGHT**
Members Only Holiday Party

Wednesday, December 4th 2019
Syberg's on Dorsett
6:30 p.m. to 10:00 p.m.

Don't miss the 14th Annual
**ASA Midwest Council Casino Night
Holiday Party!**

*This is an ASA Member's Only event, but
please register and bring your spouse or
significant other, and join us for some
holiday cheer **ASA style!***

\$75 per person includes
**Hosted Bar, Heavy Appetizers, Gaming,
& a Chance to Win Great Prizes!**

**Register at www.asamidwest.com
by November 29th!**

*(no shows not canceled by 11.29.19.
will be charged per ASA cancellation
policy. No refund, but you may always send
someone in your place!)*

**We will conduct a food drive to benefit the
St Louis Area Food Bank, so please bring
canned goods to donate to this worthy cause.
Last year we collected over 500 lbs. of food,
which provides meals to the area's most
needy families**

*(No complimentary guests in December ,
as this is a members only event,
which replaces our usual monthly meeting)*

**www.asamidwest.com to register
by 11.30.19.**

**YOU MUST USE YOUR
ASA MEMBER LOGIN AS THIS IS
A MEMBER ONLY EVENT!**

**SEPTEMBER 2019
Monthly LUNCH Meeting**

Syberg's on Dorsett
Wednesday, September 18, 2019
11:30 a.m. to 1:00 p.m.

Mark your calendar, and make plans to join us
for the September Monthly Member LUNCH Meeting.

**Wednesday, September 18, 2019 at 11:30 a.m.
Syberg's on Dorsett.**

Join us for a quick lunch & an informative
program to discuss a very important topic
for the workplace and everyday life!

Active Shooter Preparedness!

Speaker-Officer Spratt, Chesterfield Police Department

Active Shooter Preparedness Presentation to Include:

- ✓ How to reduce the likelihood of becoming a victim.
- ✓ Provide tools to protect yourself.
- ✓ How to develop a plan for prevention of an incident.
- ✓ Increase awareness of risks.
- ✓ Describe the appropriate response to an Active Shooter situation.
- ✓ Q&A at end of the presentation!

SYBERG'S ON DORSETT

2430 Old Dorsett Rd
Maryland Heights, MO

MEETING AGENDA:

Networking	11:30 to 11:45 a.m.
Lunch & Announcements	11:45 to 12:15 p.m.
Program	12:15-1:00 p.m.

Registration includes lunch & program.

\$25 ASA Members

**Register online-www.asamidwest.com
by Friday, September 13, 2019**

*(Attendees not cancelled by 9.13.19. will be
charged per ASA cancellation policy. No refund after
9.13.19, but you may always send someone in your place
if you are unable to attend.)*

Expanding Bonding Capacity through the Character of Others

Jared Frank
JD Kutter



What's my bonding capacity" Ask any professional in the surety industry and this is without a doubt the most frequently asked question and understandably so. Contractors are infinitely curious as to how their bonding program is determined and what they can do to expand it.

The simple, yet often unsatisfying, answer is...it depends.

Surety underwriters are increasingly reluctant to clearly define the maximum credit they are willing to extend to an organization. This leads to many conversations between contractors at association outings, or pre-bid meetings, where hypothetical dollar ranges are used. Most often the largest single bond or total program work figures being discussed, could be drastically increased or decreased by a few rather simple factors. The character of others is one factor worth exploring further.

But first...no bonding discussion would be complete without reviewing the three "C's" of surety underwriting.

Capacity: Does the contractor have the skills, experience, and staff to take on the project?

Capital: Does the contractor have the financial strength to complete the job? Bank lines, working capital, debt and other non-construction investments are analyzed.

Character: What is the contractor's reputation in the market? This is more than simply evaluating the owner's character. Relationships matter here. The contractor's banker, CPA, lawyer, and others can tell an underwriter a great deal about the company.

While each of the "C's" is important, the third factor "character" generally provides the greatest ability to influence an underwriter. One of the biggest misconceptions in the surety industry is that paper dictates all bonding decisions. In reality, many decisions are made after closely analyzing a company's standing in the community. Sure, the company financials and credit need to be in order. However, how that contractor interacts with their suppliers, and service providers will determine how comfortable the underwriter is with that construction firm.

Contractors shouldn't be afraid to show off their company and the relationships they have built. Having the surety underwriting team out to a jobsite or to an industry event where they can meet the firm's CPA/Banker/Lawyer can make a substantial impact on the bond program. Sharing awards and industry recognition with your underwriter can demonstrate that the contractor has built a team around them that is worth taking on a larger amount of risk.

Knowing a construction company has knowledgeable, professional, service providers can give the surety that extra assurance needed to expand the work program and better define the contractors' bonding capacity.

Jared Frank is a Producer at J.D. Kutter, a specialty construction insurance/surety broker.

At **CarsonAllaria Wealth Management**, we advise individuals on personal wealth management and businesses on retirement plans and succession planning. For individuals and families, that means advising on personal investment accounts, tax planning, estate planning, insurance planning, and retirement planning. For businesses and business owners, we help with how to structure a 401(k) plan and how to ensure your current plan is cost-effective and meeting fiduciary standards set forth by ERISA. We also help participants by offering a robust participant education program.

Our firm is structured as a Registered Investment Advisor (RIA), making our advisors fiduciaries to our clients. The advisory team of Scott Carson, AIF®, Mark Allaria, CFP®, and Joe Allaria, CFP®, brings over 40 years of industry experience to the table and an approach that relies on teamwork, personalized solutions, and a fiduciary standard.



We understand that running a business can be time-consuming and difficult. Our goal for every client, whether a personal or corporate client, is to remove as much from your plate as possible, while delivering sound advice and impeccable service. One of our mottos is “we do what we do, so you can do what you do.”

Over the years, we have built strong and lasting relationships with our clients. We’ve structured our firm to be able to serve clients for decades to come. In a world where the average advisor is approaching age 60, we believe this is an added value for our clients.

For more information about our retirement plan services or personal wealth management services, you can contact us at 618-288-9505, or email us at info@carsonallaria.com.

THANK YOU

to the **MEMBER COMPANIES** that attended the **AUGUST Monthly Meeting**

Affton Fabricating & Welding
American Steel Fabrication
Aschinger Electric Co.
Auto Trim Restyling
BAZAN Painting Co.
Bi-State Fire Protection
Bi-State Utilities
CarsonAllaria Wealth Mgmt
CMIT Solutions

Common Sense Solutions
CSA Advisors
ELCO Chevrolet Cadillac
Enterprise Bank & Trust
Event Productions
Fabick Rents
George McDonnell & Sons
Golterman & Sabo
Guarantee Electrical Co.

Integrated Facility Services
J.D. Kutter
Jarrell Mechanical Contractors
Johnson Controls
Knapheide
Lizmark
Luby Equipment Services
O.J. Laughlin Plumbing Co.
Pac Van

PM Leach Painting Co.
Pipe and Duct Systems
Plumbing & Planning Corp.
Precision Analysis, Inc.
Sachs Electric Co.
Sandberg Phoenix von Gontard
Schmersahl Treloar
Sikich LLP
TJ Wies Contracting, Inc.
United Rentals

Upcoming ASA Midwest Council Meetings & Events



- | | |
|---------------------|---|
| September 18 | Monthly Membership LUNCH Meeting
<i>Syberg's on Dorsett</i> |
| September 26 | Educational Seminar- <i>The Human Side of Construction</i>
<i>Enterprise University</i> |
| October 7 | ASA Midwest Council Golf Tournament
<i>Whitmoor Country Club</i> |
| October 16 | BPI in a Box Luncheon- <i>Sub and Supplier members only!</i>
<i>Syberg's on Dorsett</i> |
| November 20 | Monthly Membership LUNCH Meeting
<i>Paric 's HQ</i> |
| December 4 | Casino Night- <i>Member Holiday Party</i>
<i>Syberg's on Dorsett</i> |
| January 29 | Meet the GC's Expo
<i>St. Charles Convention Center</i> |

VISIT WWW.ASAMIDWEST.COM TO REGISTER FOR ANY OF THE ABOVE EVENTS!
Event registration now requires member login, contact susan@asamidwest.com with questions!

*ASA Midwest Council is on Facebook, Twitter & LinkedIn
Follow ASA Midwest Council
for the latest news and information!*



Please join us for the 32nd Annual

ASA Midwest Council Golf Tournament



October 7, 2019 | Whitmoor Country Club | 11:30 am. Tee Time

Reservations Required • Sponsorships Available



All-Inclusive Registration:

GOLFER GIFT • COURSE GAMES • LUNCH BUFFET • COCKTAIL HOUR • STEAK DINNER • SILENT AUCTION

Visit asamidwest.com to register.
susan@asamidwest.com or (314) 845-0855 for additional details.

**Building.
Community.**

REGISTRATION
LAST CALL BY 9.30.19
www.asamidwest.com

*The ASA Midwest Council Presents
an Informative & Interactive Seminar!*

The Human Side of Construction

Thursday, September 26, 2019

7:30 to 11:00 a.m. (Continental Breakfast Included)

Enterprise University

11401 Olive Blvd, St. Louis, MO 63141

ASA Members \$35 Non Members \$65

Register at asamidwest.com by September 20th 2019



Presenter:
Martha-Ann Marley
MA SURETY Construction Bonds & Consulting



*The **Tom Owens Memorial Scholarship** is a 501(c)(3) non-profit organization that provides financial assistance to qualified candidates who are part-time or full-time students who attend or will be attending accredited junior college, college, university or post-graduate institutions.*

Please consider making a tax deductible donation to the **Tom Owens Memorial Scholarship Fund** to further our cause today.

***For additional information about the Scholarship Fund contact
Chris O'Hagan, J D Kutter -chris@jdkutter.com***

Jefferson City will soon be busy again as members of the General Assembly will return to the Capitol for the annual veto session to be held on September 11. At this point, it appears unlikely that legislators will attempt to override any of the six vetoes issued by Governor Mike Parson. However, the Governor just announced he is calling a special session when lawmakers return to town for veto session in order to deal with a ruling recently handed down by the Supreme Court dealing with car purchases and sales tax.

The had court ruled in June on a case involving car purchases and the ensuing sales tax owed by the purchaser. At issue is a case called *Kehlenbrink v Department of Revenue*, which deals with using the sale proceeds of a vehicle as credit against the purchase price of a new vehicle when calculating state sales tax. The court said that current state law permits the sale proceeds of only one vehicle as a credit. If a consumer has a trade-in of two or more vehicles, only one of those may be used to offset their sales tax liability.

Governor Parson has announced that he will call a very limited special session to fix the technicality in state law as noted by the court. In a recent interview, Parson said he believes the ruling could impact 2,000 to 3,000 Missourians.

After months of speculation, State Auditor Nicole Galloway has announced her intentions to run for Governor in 2020. Galloway is the lone Democrat statewide elected official. She was appointed to the position in 2015 by then-Governor Jay Nixon following the death of Auditor Tom Schweich. She was then was elected to a full term in the 2018 general election. Many political pundits believe it would be an uphill battle for Galloway to be successful but are also quick to point to key battleground areas like the suburbs of St. Louis that could show strong support for her. This is an area where Republican US Representative Ann Wagner saw her margin of victory slip substantially in 2018 compared to 2016.

Parson is slated to announce his re-election at an election kickoff event on September 8th in his hometown of Bolivar. He currently holds a substantial advantage in fundraising over Galloway, with \$1.2 million cash on hand as of July 1, compared to \$132,000 for Galloway.

There was some sad news out of the Capitol last month, Representative Rebeca Roeber of Lee's Summit passed away unexpectedly on July 30 while vacationing with her family in Colorado. She had just finished rehab after spending four months recovering from a car accident in March. Roeber was on her way to Jefferson City when the accident occurred, landing her in the hospital in critical condition with 18 broken bones. She was a former educator in the Raytown School District and had spent her legislative career as a champion for education reform. Roeber's husband, Rick, announced on August 14 his candidacy for the seat held by his wife, stating he wants to see his wife's legacy continue in Jefferson City.

Finally, a reminder that all bills from last session signed into law by the Governor became effective on August 28, unless they contained an emergency clause or a specific effective date.

We will continue to keep you updated on issues and happenings in Jefferson City that impact ASA and the construction industry. Nikki Strong, Strong Consulting Group.

ASA Midwest Council Members

24/7 OnSite Cameras
Acoustical Ceilings, Inc.
Acropolis Technology Group
Advanced Environmental Svcs
Affton Fabricating & Welding
Ahern Fire Protection
AME Constructors
American Burglary & Fire, Inc.
American Steel Fabrication, Inc.
Anders CPAs + Advisors
Aqueduct Plumbing LLC
Architectural Sheet Metal Systems
Archview Metal Systems Co.
Aschinger Electric
Aspen Waste Systems
Autco Appliances
Auto Trim Restyling
Automatic Controls Equipment
Bangert Computer Systems
Bazan Painting Company
Bell Electrical Contractors
Benson Electric Company
Bick Group
Big Boy's Steel Erection
Bi-State Fire Protection Corp.
Bi-State Utilities Company
Bloomsdale Excavating Co.
BluSky Restoration
Boyer Fire Protection
Brown Smith Wallace LLP
Building Point Mid-America
C.E. Bollmeier Company, Inc.
C. E. Jarrell Contracting
CK Power
CMIT Solutions
CNA Surety
CSA Advisors LLC
Cardinal Environmental Operations
CarsonAllaria Wealth Management
Cee Kay Supply
Century Fire Sprinklers, Inc.
CliftonLarsonAllen, LLP
Collins & Hermann
Common Sense Solutions
Corrigan Company
Doll Services and Engineering
Drilling Service Company
Dynamic Controls, Inc.
ELCO Chevrolet Cadillac
Enterprise Bank & Trust
Equipment Share
Event Productions, Inc.
Fabick CAT
FBM
Fenix Construction Co. of STL

Flooring Systems, Inc.
Foreman Fabricators
Foundation Supportworks by Woods
Freeman Contracting
Frost Supply
Galloway, Johnson, Tompkins,
Burr & Smith
George McDonnell & Sons
Golterman & Sabo
Grant Contracting
Grasser Electric
Guarantee Electrical
H & G Sales, Inc.
HM Risk
Haberberger, Inc.
Hager Companies
Hanenkamp Electric
Hansen's Tree, Lawn & Landscaping
Hawkins Construction & Flatwork
Hayden Wrecking
Heitkamp Masonry
Hoette Concrete
Ideas4Promos
Imperial Metal Company
Integrated Facility Services
Irwin Products
JD Kutter
J.F. Electric
J.W. Terrill
John J. Smith Masonry
Johnson Controls
Jos. Ward Painting Co.
K & K Supply, Inc.
Kaemmerlen Electric
Kaiser Electric
KAM's Mechanical LLC
Kay Bee Electric
Kent Companies LLC
Kirberg Company
Kirby-Smith Machinery, Inc.
Knapheide Truck Equipment
Landesign LLC
Lawrence Fabric & Metal Structures
Leach Painting Company
Liberty Mutual Surety
Lindberg Waterproofing
Linek Plumbing Co.
Lizmark
Luby Equipment Services
Marketeer, Inc.
Martin Fence, LLC
Meyer Painting Co.
Midwest Elevator
Montgomery Bank
Mueller Prost

Murphy Company
Negwer Door Systems
Niehaus Building Services
NuWay
O.J. Laughlin Plumbing Co.
On Site Companies, Inc.
P & A Drywall Supply
P.M. Leach Painting Co.
Pac-Van, Inc.
Parkway Construction Services
Patterson's Hospitality Agents LLC
PayneCrest Electric
Pearl Street Electric, LLC
Pipe and Duct Systems
Plumbing Planning Corporation
PPG Paints
Precision Analysis, Inc.
Professional Installers
Professional Metal Works, LLC
R.F. Meeh Co.
RJP Electric
Raineri Building Materials
Ravensberg, Inc.
Rental Supply, Inc.
Rock Hill Mechanical Corp.
RubinBrown LLP
Sachs Electric Company
Safety International, LLC
Sandberg Phoenix
Schaeffer Electric Co., Inc.
Schmersahl Treloar & Co.
Seal the Deal Too
Seiler Instruments
SFW Partners, LLC
The Sherwin-Williams Co.
Signature Craft
Sikich LLP
Smash-It
St. Louis-KC Carpenters Reg Council
Stylemaster Apparel, Inc.
Sunbelt Rentals
Swanson Masonry, Inc.
T.J. Wies Contracting
Taylor Excavating
Team Industrial Services
Tradesmen International
TROCO Custom Fabrication
UHY LLP
USI Insurance Services
United Rentals
Vee-Jay Cement Contracting
Wies Drywall and Construction
Worksafe Technologies
Zurich Surety

Each month you will receive an update on the committees within ASA, to keep you informed. on current happenings at the committee level. Below are this month's committee reports. Interested in joining a committee? Contact Susan Winkelmann, ASA Executive Director-susan@asamidwest.com or 314.845.0855

MEMBERSHIP

The ASA Membership Committee is asking for your help. If you know a subcontractor who could benefit from the resources that ASA brings to its members, let us know. The benefits of ASA membership are many and our committee is very focused on adding quality new members. For Additional information contact on of our Membership Committee Co-Chairs Chris O'Hagan, JD Kutter, at (314) 444-4949 or chris@jdkutter.com. Matt Tucker, Affton Fabricating & Welding, at (618)391-0434 or mtucker@afwc.com

SAFETY

The ASA safety committee is growing! The location of our committee meeting varies by month. Please consider sending someone from your staff to join our committee. Lets be **Always Safety Aware!** For additional information regarding the ASA Safety Committee, or to join the committee, contact our Safety Committee Co-Chairs-Rose Kastrup with CSA Advisors at (417) 761-4194 or Steve Williams with Bell Electrical at (314) 447-9071.

CONTRACT REVIEW

The Committee has recently completed its review of the subcontract offered by KAI BUILD, LLC. A copy of this review or any other in our library will be made available upon request. For a copy of any of these reviews contact Susan Winkelmann-susan@asamidwest.com

If you have questions regarding the contract review service, contact committee chair, Dick Stockenberg, Sandberg Phoenix, von Gontard rstockenberg@sandbergphoenix.com.

PROGRAMS

Our goal is to continue to provide relevant programming to all our members. If you have suggestions for future ASA program topics, please contact either of our Programs Committee Co-Chairs: Chris O'Hagan, chris@jdkutter.com or Steve Albart, salbart@enterprisebank.com

ASA GOLF TOURNAMENT

REGISTRATION IS AVAILABLE ON THE ASA WEBSITE!
MONDAY, OCTOBER 7, 2019

Whitmoor Country Club

The committee is looking for donations for the auction at the tournament. If you have items to donate, please contact one of the golf co-chairs!

Golf Committee Co-Chairs:

Jennifer Church, United Rentals jchurch@ur.com
Steve Cummins, Bell Electrical
steve.cummins@bellelectrical.com

Apply Today for ASA Awards

Applications are now being accepted for many of the awards offered by ASA. Visit <https://www.asaonline.com/awards/> to apply.

The ASA Certificate of Excellence in Ethics recognizes subcontractors for their commitment to ASA values, such as quality construction and a safe and healthy work environment. Each applicant is required to respond to questions concerning the firm's corporate ethics policies and procedures, its construction practices, and its general business practices. Each applicant also is required to submit detailed documentation, including sealed letters of recommendation from a customer, a competitor, and a supplier.

The ASA National Construction Best Practices Awards recognize prime contractors that exemplify the values of subcontractors, treat subcontractors fairly through use of level-playing-field contract terms, and consider subcontractors part of their core project teams. The program's rigorous criteria include the use of a standard subcontract whose provisions substantially reflect the best practices incorporated into the ASA-endorsed ConsensusDocs 750 Standard Agreement Between Constructor and Subcontractor, as well as highly favorable evaluations from three specialty trade contractors, based on 20 project management factors.

All award winners will be recognized during the 2020 SUBExcel conference on March 4-7, 2020, in Las Vegas, Nevada. We highly encourage all ASA members to get involved in are awards program. These valuable recognition opportunities are only available to ASA members.

SAVE THE DATE
MARCH 4-7

2020 SUBExcel
ASA - We Build Excellence





Active Shooter in the Building! How will Workers Respond?

Do employees at your workplace know what to do if someone started shooting inside your building? The Department of Homeland Security (DHS) has gathered materials with recommendations for businesses.

Evacuate: Get out of the building. Employees should be familiar with multiple exit routes. Call 911 once you're safely outside and away from the shooter.

Hide. If you can't get out of the building, find a place to hide where the shooter is less likely to find you. If possible, use a room in which you can lock the door. Blockade the door with heavy furniture. Silence your cell phone. Hide behind any large items. Remain quiet. If you can make a 911 call without the shooter hearing you, do so. If you can't, dial 911 and leave the line open so the dispatcher can hear what's going on.

Take action against the shooter. As a last resort, and only when your life is in immediate danger, attempt to disrupt or incapacitate the shooter by throwing items and improvising weapons; acting as aggressively as possible against the shooter; yelling.

Employees should also know what to expect when law enforcement arrives:

- Remain calm and follow officers' instructions
- Officers may shout commands and push people to the ground for their safety.
- Avoid making quick movements toward officers.
- Be prepared to give information to officers about: the location of the shooter, number of shooters, shooter's physical description, types of weapons the shooter has and number of potential victims in the building.
- The first officers won't stop to help the injured. Officers who arrive after the first group will attend to them.
- You will likely be told to stay in a safe location until the situation is under control.

***JOIN US SEPT 18TH FOR AN ACTIVE SHOOTER PREPAREDNESS PRESENTATION AT THE MONTHLY LUNCH MEETING-register www.asamidwest.com to attend this important presentation!**

OSHA Drinking Water Requirements: Are You Providing Safe Drinking Water?

If you own or operate a business in the United States, you are responsible for providing your employees with a safe and healthy working environment. This includes supplying clean drinking water to keep them hydrated throughout the day.

Thankfully, the Occupational Safety and Health Administration (OSHA) has set forth drinking water standards and guidelines that can help ensure that employees are offered safe, sanitary drinking water while on the clock. But what are U.S. drinking water laws, and how can you guarantee that your employees are drinking the healthiest water every day?

OSHA Drinking Water Standards

Every U.S.-based business, whether it's a corporate office, restaurant, bar, or hotel, is required to follow OSHA drinking water standards, as well as the General Duty Clause of the OSH Act. According to the United States Department of Labor, employers are required to:

- ✓ Provide employees with potable water and ensure it is only used for employee health and personal needs, such as drinking water and washing hands.
- ✓ Provide potable drinking water in adequate amounts to meet the health and personal needs of each person working at your company.
- ✓ Dispense drinking water from a fountain, a covered container with single-use drinking cups stored in a sanitary receptacle, or single-use bottles.
- ✓ Prohibit employees from sharing drinking cups, dippers, and water bottles.

As you can see, OSHA doesn't force you to install a filtered water dispenser or water filtration system, so simply offering drinking water that comes from a dedicated drinking water supply is considered "sanitary" according to U.S. law. Under OSHA's guidelines, the water you provide your staff can even come from a break room sink where employees rinse dishes or wash their hands.

OSHA Drinking Water Requirements:

How Water Filtration Systems Help Meet the Guidelines

Because potable water must meet its own safety standards for consumption under the Safe Drinking Water Act, it is generally safe for most people to drink. However, you may want to go a step further to offer your staff clean drinking water.

A filtered water dispenser can provide healthy water that is fresh and free from contaminants that are often found in potable water. If your city is like most, a small percentage of these contaminants are allowed to be present in the potable water you serve employees. But a great water filtration system can drastically reduce or eliminate impurities, resulting in the cleanest, best-tasting drinking water you have ever tasted.

Filtered water dispensers hook directly into your business's water line and use active carbon and a NanoCeram filter to remove impurities from treated tap water such as chlorine, pesticides, heavy metals, and even bacteria. Point-of-use water dispensers are simple to use and offer an unlimited supply of chilled still, chilled sparkling, and ambient water which can encourage staff to stay hydrated, healthy, and productive throughout the day.

INTERESTED IN SPONSORING AN UPCOMING MEETING?
ONLY \$250-CONTACT [SUSAN@ASAMIDWEST.COM](mailto:susan@asamidwest.com) FOR DETAILS!

NO NEW MEMBERS

*Help ASA Midwest Council continue to grow, by inviting someone who would benefit from ASA membership, to join us at the next monthly meeting. All first time **non member** guests are free of charge.
Please register your guest in advance by contacting susan@asamidwest.com*

Join a committee today.

Membership

(Chris O'Hagan/Matt Tucker)

Education/Programs

(Chris O'Hagan/Steve Albart)

Golf *(Jennifer Church/Steve Cummins)*

Advocacy *(Tim Thomas)*

Awards Gala

(Molly Spowal /Rick Swanson)

Construction Showcase & BBQ

(Amy Heeger/Rick Williams)

GC Expo

(Walter Bazan, Jr. /Tim Thomas)

Safety

(Rose Kastrup/Steve Williams)

Brand Development

(Stephanie Woodcock)

Contract Review

(Dick Stockenberg)

Affinity Programs

(Dianne Gibbs/Marty Hooper)

ASA Meeting Sponsorship

Highlight your company at an
ASA Monthly Meeting

It is only **\$250** to be a meeting sponsor.

What do you get for \$250?

*Full Color Sponsor Flyer
Slide in Meeting Presentation.
Microphone time to present company
overview to meeting attendees!
Announcement at Meeting.
Recognition in Newsletter.*

Contact Susan Winkelmann
susan@asamidwest.com

Sponsorship Rates

Sponsorship opportunities are available in the ASA newsletter. Rates are very reasonable but are limited. Below are the rates. If interested, please call Susan at 314 845-0855.

- Website Rotating \$420/Year
- Website Static \$1,000/Year
- 1/4 Page Monthly \$300/Year
- 1/4 Page Quarterly \$125/Year
- 1/2 Page Monthly \$500/Year
- 1/2 Page Quarterly \$225/Year
- Business Card Monthly \$125/Year
- Business Card Quarterly \$70/Year
- Whole Page 1X \$300 Per Issue
- Whole Page Quarterly \$900/Year



***FOLLOW ASA ON OUR SOCIAL MEDIA!
STAY UP TO DATE ON ALL
ASA MIDWEST COUNCIL EVENTS AND NEWS!***

