

## DECEMBER 2019

### DECEMBER

**December 4**  
**CASINO NIGHT**  
**HOLIDAY PARTY**  
*Syberg's on Dorsett*

### JANUARY

**January 15**  
**BPI in a Box Lunch**  
*Syberg's on Dorsett*

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

### FEBRUARY

**February 19**  
**Monthly DINNER Meeting**  
*Syberg's on Dorsett*

### MARCH

**March 4-7**  
**SubExcel Convention**  
*Las Vegas*

**March 28**  
**ASA MWC Awards Gala**  
*The Four Seasons Hotel STL*

For a full list of all  
ASA Midwest Council events  
visit [www.asamidwest.com](http://www.asamidwest.com)

With the Christmas and Holiday Season, comes a hectic pace to life, both professionally and personally. Holiday plays, parties, year-end reviews, inventories, travel, holiday dinners it can all seem and often truly is overwhelming. Hopefully you can manage to spend a great deal of this prized time with loved ones and family.

Thank you to Paric Corporation for hosting the November monthly lunch meeting. It was a great showing of our ASA membership. January's sure to be cold, but there are three good events coming in the month to keep you pushing through the weather.

On January 9<sup>th</sup> the Tom Owens Scholarship Cigar Fundraiser will be held at the Missouri Athletic Club Downtown. Hors d'oeuvres, cocktails, and Cigars, yes, please. All proceeds benefit the scholarship fund.

January 15<sup>th</sup> brings a Business Practice Interchange (BPI) in a box at Syberg's on Dorsett. Take this opportunity to use one of the most powerful tools membership has to offer and join us for the discussion.

Finishing out January, is one of the construction industries biggest nights of the year. The ASA Midwest Council's Meet the GC's Expo at the St. Charles Convention Center on January 29<sup>th</sup>. Remember ASA members get early access for the first hour and a half starting at 3:00 pm, use that time wisely. New this year, we are moving to the lower level convention center, to provide additional space for networking and interacting with the over 30 STL GC's that will be on hand for the Expo. This event is another great opportunity to introduce the youth of your organization to what ASA is all about, so please encourage additional people from your company to register and attend!

Merry Christmas to all and, have a great start to the new decade. I look forward to seeing you soon at an ASA meeting or event.

Tom Henson,  
Affton Fabricating & Welding Co., Inc.  
President, ASA Midwest Council  
[thenson@afwc.com](mailto:thenson@afwc.com)

**CASINO NIGHT**  
**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](mailto: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.

**KICK OFF THE HOLIDAYS  
WITH ASA!**



*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!**

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 neediest families!

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

**Register at [www.asamidwest.com](http://www.asamidwest.com)  
LAST CHANCE!**

*(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!)*

**MARK YOUR CALENDAR  
REGISTRATION IS AVAILABLE!**

***MEET THE GC'S EXPO***

Wednesday, January 29, 2020  
3:00 to 7:00 p.m.

Kick off 2020 with ASA, and make plans to join us  
for the **18th Annual Meet the GC's Expo!**

*THE ASA MEET THE GC'S EXPO IS THE PERFECT  
OPPORTUNITY TO MEET WITH AND BUILD RELATIONSHIPS  
WITH MULTIPLE REPRESENTATIVES FROM OVER  
35 OF THE PREMIER STL AREA GENERAL CONTRACTORS!*

Wednesday, January 29th, 2020 at the  
St. Charles Convention Center-*new this year, we  
will be in the lower level convention area! More  
convenient to parking & more networking room for  
everyone in the new space!*

**REMINDER!**

As an ASA Midwest Council Member  
you have early access to the GC Exhibitors!

**MEMBER ONLY ACCESS-3:00 to 4:30 p.m.  
All REGISTERED ATTENDEES-4:30 to 7:00 p.m.**

**ST. CHARLES CONVENTION CENTER**

1 Convention Center Plaza  
St. Charles, MO 63303

Registration includes hosted bar & appetizers  
**ASA Members \$65 (after 1.22.20-\$80)**  
**NON Members \$95 (after 1.22.20-\$110)**

**Register online-[www.asamidwest.com](http://www.asamidwest.com)**

**by Wednesday, January 22, 2020**

**(Members must have website login to receive  
the ASA member rate. If you do not login you  
will be charged the non member rate!)**

**If you need your login send an email to:  
[susan@asamidwest.com](mailto:susan@asamidwest.com)**

*(Attendees not cancelled by 1.22.20. will be  
charged per ASA cancellation policy. No refund after  
1.22.20., but you may always send someone in your place  
if you are unable to attend.)*

# How Do You Protect Your Data?

**Barry Herring**

**CMIT Solutions of St. Charles/Chesterfield**



I wish I could tell you how many times I have taken a new call with someone frantic on the line that their pc, server crashed, or they just got hit with a crypto virus. My first question them is always the same, do you have a back up copy of your data? In most cases the answer is “No”.

In today’s fast-paced digital world, it’s easy to neglect data storage. We expect our business information to always be accessible. We expect it to always be backed up. We expect it to always be recoverable.

But what happens if your data suddenly disappears? How would your business survive the loss of such important information? And how would you react to different data loss scenarios — say, a cyberattack, a natural disaster, or simple user error? The answer to each question is tougher than you think. Most businesses only consider the security of their data when it’s too late — after hackers have encrypted it or after you realize those data backups weren’t occurring regularly and remotely.

So, what can you do to protect your data today? At CMIT Solutions, we work with our clients to ask a few basic questions about their information:

## **1. What data assets do you currently have?**

Working with a trusted IT provider, you can take an inventory that identifies the location of and access to the critical information that drives your business. Once that’s done, protocols can be designed to protect that data and begin assessing any threats or vulnerabilities to it.

## **2. How would your business be affected if those data assets were lost?**

Unexpected data loss is one of the biggest threats to business success. One widely shared statistic from the U.S. Small Business Administration claims that nearly 60% of small companies that suffer a cyberattack go out of business within six months. Many businesses impacted by a data disaster will discover that they can’t conduct regular business operations without it, compounding the problem while wreaking havoc on a company’s reputation and revenue.

## **3. How are your data backups stored, and how easily can they be accessed?**

Regular, remote, and redundant data backup is important. But backing up your data is one thing — having easy access to those backups is entirely another. At CMIT Solutions, we securely store our clients’ backups in a variety of physical and cloud-based locations to mitigate the risk of total data loss risk. In addition, we integrate robust data recovery procedures with all data backup plans, helping companies retrieve their impacted information as efficiently as possible to support the return to day-to-day business operations.

## **4. Can you and your employees identify the top threats to business data?**

If you said ransomware, phishing, and data breaches, you’re partially right. Cyberthreats, however, bombard modern companies from every direction, served up in malicious emails, infected web ads, and even illicit phone calls. The goal of stealing your data may remain the same, but the methods that hackers employ to achieve their nefarious aims are constantly evolving.

## **5. Do you use network intrusion tools to give your data an extra layer of protection?**

Basic hardware monitoring and managed IT services are essential, but considering today’s threat landscape, further layers are needed. Many companies require around-the-clock security-focused monitoring and intrusion detection, often referred to as SOC (Security Operations Center) and SIEM (Security Incident & Event Management). These tools represent a company’s best shot at fending off cyberattacks, tracking the twists and turns of the modern hacking landscape in real time to protect your data. If you aren’t sure about the need for intrusion detection tools or whether your data security is robust enough, it’s time to talk to an IT provider.

At **CMIT Solutions**, we believe in a proactive approach to cybersecurity and data protection. Instead of waiting for the inevitable breach or compromise to happen, we work 24/7, 365 to keep our clients and their companies safe. We understand the threat that data loss poses to modern businesses, and we’re here to help. Contact CMIT Solutions today to safeguard your important information.

Barry Herring is an owner of CMIT Solutions of St. Charles/Chesterfield. You can reach him at 636-489-3669.



**Show Me Industrial Services** prides itself as one of the leaders in the concrete flooring and specialty coatings industry. For 15 years, we have been providing the nation with high quality concrete flooring services in the commercial and industrial construction market. With our longtime experience, we possess the knowledge and tools to exceed expectations and bring your future flooring projects to life.

At Show Me Industrial Services, we recognize that every project is unique. Our union trained craftsmen work endlessly to explore all options in meeting our customer's needs. We have an extensive background in various coating systems, decorative services, and flooring customizations to provide a finished product that will not only look good but will last for years to come. **Our concrete flooring services include, but are not limited to:** Concrete Sealing & Staining, Polished Concrete, Epoxy & Urethane Coatings, Resinous & Non-skid Coatings, ESD & Conductive Coatings, Decorative & Metallic Floor Coatings, Overlays, Resurfacing, & Restoration, Joint Caulking & Joint Repair, Waterproofing & Traffic Coatings,



Surface Preparation & Coating Removals, DIY Flooring Systems & Equipment Rentals.

**Show Me Industrial Services** believes in the strength of diversity and have built our team with that mindset. We are a certified Minority Owned Business Enterprise (MBE) and a Disadvantage Business Enterprise (DBE) with a skilled "boots on the ground" workforce. If your project has union requirements or minority participation goals, our team is a great resource.

With **Show Me Industrial Services**, you are getting contractors who stand behind their work. Whether the project is large or small, our mission is to provide the best service that goes beyond industry standards. Our team works to accommodate any project needs and strives for a 100% satisfaction rate. If you, or your company, are looking for reliable contractors for your next flooring project, please contact us at 314.890.8030 or visit [www.showmeindustrialservices.com](http://www.showmeindustrialservices.com)

# THANK YOU

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

Acropolis Technology Group  
Affton Fabricating & Welding  
American Burglary & Fire  
Anders CPA's and Advisors  
BAZAN Painting Co.  
Bick Group  
CarsonAllaria Wealth Mgmt.  
CK Power

Collins & Hermann, Inc.  
CSA Advisors  
Drilling Service Co.  
Event Productions  
Foreman Fabricators  
George McDonnell & Sons  
Golterman & Sabo  
Grant Masonry

ideas4promos  
J.D. Kutter  
Jarrell Mechanical Contractors  
Johnson Controls  
Lawrence Fabric & Metal  
Meyer Painting Co.  
Nu Way  
Pac Van

Pipe and Duct Systems  
Plumbing & Planning Corp.  
Precision Analysis, Inc.  
Schmersahl Treloar  
Signature Craft  
Stylemaster Promotional  
Sunbelt Rentals  
TJ Wies Contracting, Inc.  
USI



# ***Upcoming ASA Midwest Council Meetings & Events***



<b>December 4</b>	<b><i>Casino Night-Member Holiday Party</i></b> <i>Syberg's on Dorsett</i>
<b>January 15</b>	<b><i>BPI in a Box Lunch-Subcontractor &amp; Supplier Members Only</i></b> <i>Syberg's on Dorsett</i>
<b>January 29</b>	<b><i>Meet the GC's Expo</i></b> <i>St. Charles Convention Center</i>
<b>February 19</b>	<b><i>Monthly Membership DINNER Meeting</i></b> <i>Syberg's on Dorsett</i>
<b>March 4-7</b>	<b><i>ASA SubExcel Convention</i></b> <i>Las Vegas</i>
<b>March 28</b>	<b><i>ASA Midwest Council's Awards Gala</i></b> <i>The Four Season Hotel</i>

**VISIT [WWW.ASAMIDWEST.COM](http://WWW.ASAMIDWEST.COM) TO REGISTER FOR ANY OF THE ABOVE EVENTS!**  
**Event registration now requires member login, contact [susan@asamidwest.com](mailto:susan@asamidwest.com) with questions!**

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



BUILDING. COMMUNITY.

# MEET THE GC'S EXPO

Hosted by the American Subcontractors Association - Midwest Council



**Wednesday, January 29, 2020**

St. Charles Convention Center



3:00 - 4:30 p.m. | ASA Member Early Access

4:30 - 7:00 p.m. | All Attendees Welcome

**Advance Registration Required.**

**\$65 ASA Members | \$95 Non ASA Members**

**After January 22nd deadline | Members \$80 | Non-Members \$110**

Visit [www.asamidwest.com](http://www.asamidwest.com) to register by January 22, 2020

For More Information contact [susan@asamidwest.com](mailto:susan@asamidwest.com) or 314.845.0855

**REGISTRATION NOW AVAILABLE**

**ASA Members must use login to receive  
\$65 member price!**

**[www.asamidwest.com](http://www.asamidwest.com)**



***The [Tom Owens Memorial Scholarship](#) committee is currently accepting applications for the [2020 Scholarships!](#) Applications are due by January 31st 2020.***

***Download an application by visiting the [asamidwest.com](http://asamidwest.com) website [or](#) contact [susan@asamidwest.com](mailto:susan@asamidwest.com)***

*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.*

**A great way to help the scholarship committee raise funds is to attend our upcoming fundraiser on [January 9th 2020](#) at the Missouri Athletic Club (downtown). [5-7 p.m. \\$125 per person.](#)**

## **Cigar Smoker Fundraiser to benefit the Tom Owens Memorial Scholarship Fund**

*We will provide a fantastic spread of hors d'oeuvres and cocktails & hand rolled cigars!*

**Register by visiting the [ASA Midwest Council website:](#)**

<https://asamidwest.com/asaevents/tom-owens-scholarship-cigar-fundraiser/>

***For additional information about the Scholarship Fund contact [Chris O'Hagan, J D Kutter](#) [chris@jdkutter.com](mailto:chris@jdkutter.com)***



Election night on November 5<sup>th</sup> turned into an upset victory for Democrat Trish Gunby in House District 99 which covers portions of St. Louis County. Gunby garnered 3,357 votes to defeat Republican Lee Ann Pitman who came in with 2,855 votes. The seat had been held by Republicans in recent years, and the final tally left Democrats across the state hopeful for more victories in the 2020 election cycle. The closely watched race was held to fill a vacancy created with the resignation last year of Republican Jean Evans.

Governor Mike Parson recently announced that nearly \$8 million has been awarded to companies around the state under Missouri's new One Start Program. The incentive was passed during the 2019 legislative session and was put in place to make sure that businesses have workers with the necessary skills for their jobs. "Helping employers train new and existing workers helps them stay competitive, and that means growth for the business and for our state's economy," said Parson. Around 80 companies in the greater St. Louis region were recipients of the funding, which will allow them to provide training for new and existing employees, according to their specific workforce needs.

The Blue Ribbon Panel on Hyperloop released a nearly 200-page report this month, leaving supporters of the futuristic high-speed transportation system very hopeful for its development in Missouri. Proponents of Hyperloop envision the system running parallel to Interstate 70, connecting St. Louis and Kansas City, with a stop in Columbia. The total travel time across the state would be 30 minutes. Lt. Governor Mike Kehoe chaired the Panel and stressed that Hyperloop will not take away from the fact that the road and bridge system in the state is still in desperate need of additional funding.

Former state representative Bruce Franks of St. Louis was recently fined \$89,105 by the Missouri Ethics Commission for a litany of campaign violations. Numerous transactions from his campaign account went unreported and "appeared to be for personal use", according to the consent order posted online by the Ethics commission. Franks failed to report tens of thousands of dollars in campaign contributions and expenditures over the course of several years. Multiple checks were written to Franks himself and other expenditures included payments to a pet hospital, a photography studio and the Hollywood Casino Hotel. In an agreement Franks signed with the Commission, he will be allowed to pay only a percentage of the original fine, provided no other violations are found. The agreement requires Franks to pay monthly installments of \$250 to the Attorney General's Office until the amount of \$14,169 is paid off. If other violations are found, or if he does not make the required payments, he will be forced to pay the entire \$89,105. Franks resigned from the House in May saying he needed to focus on his mental health and his family.

Pre-filing of bills for the 2020 legislative session will begin on December 1. We will continue to monitor all pre-filed bills, legislative action, and other political happenings in Jefferson City and around the state. We appreciate the opportunity to represent you. 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  
AME Constructors  
American Burglary & Fire, Inc.  
American Steel Fabrication, Inc.  
Anders CPAs + Advisors  
Aqueduct Plumbing LLC  
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  
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  
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.  
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  
Pirtek Overland  
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.  
Show Me Industrial Services, Inc.  
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  
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](mailto:susan@asamidwest.com) or 314.845.0855*

## **SAFETY**

**DID YOU KNOW??** The ASA MWC Safety Committee provides weekly tool box talks every month, that are FREE for members to download! Just visit the **Safety Page** on the ASA website, which is in the MEMBER ONLY area of the website. 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.

## **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](mailto:chris@jdkutter.com). OR Matt Tucker, Affton Fabricating & Welding, at (618)391-0434 or [mtucker@afwc.com](mailto:mtucker@afwc.com)

## **CONTRACT REVIEW**

For protection against general contractors' secret savings account of claims conveniently used at the end of the job when it is time to pay retainage, we recommend using a clause in you subcontract saying that no backcharge is valid against you unless the GC notifies the sub of the claim within 5 days of the time the GC has knowledge of the claim, gives you opportunity to cure and timely bills. Suggested language is included in our recommended addendum.

If you have questions regarding the contract review service, contact committee chair, Dick Stockenberg, Sandberg Phoenix, von Gontard [rstockenberg@sandbergphoenix.com](mailto: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](mailto:chris@jdkutter.com) or Steve Albart, [salbart@enterprisebank.com](mailto:salbart@enterprisebank.com)

## Critical documents updated and added to the ASA National Info Hub! Don't miss out on this exclusive MEMBER ONLY benefit!

*We are excited to announce that there are new documents now available in the Resources section of the ASA Info Hub!*  
**Recently added resources include:**

**Lien and Bond Claims in the 50 States: 2020**  
**Anti-Indemnity Statutes in the 50 States: 2020**  
**Contingent Payment Clauses in the 50 States 2020**



The Info Hub is our incredibly robust library of resources available to ASA Members ONLY!  
Take advantage of this valuable element of your ASA membership.

Not utilizing the Info Hub? Visit <https://americansubcontractorsassociationnationalasa.growthzoneapp.com/MIC/Login>  
Your username will be your firstname.lastname and you get to set your own password. Check it out today!

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**SAVE THE DATE**  
**MARCH 4-7**

**2020** | **SUBExcel**  
ASA - We Build Excellence



## Two New Protocols for Respirator Fit Testing from OSHA



On September 26, OSHA added two new protocols for ensuring employees' respirators fit properly. When employers are required under personal protective equipment regulations to provide respiratory protection, they also are required to ensure the respirators properly fit each employee.

The new protocols are variations of an existing OSHA-approved method, the ambient aerosol condensation nuclei counter (CNC) quantitative fit testing protocol, often referred to as the "PortaCount® protocol." The new protocols are:

The modified ambient aerosol CNC quantitative fit testing protocol for full-face piece and half-mask elastomeric respirators; and Modified ambient aerosol CNC quantitative fit testing protocol for filtering face piece respirators. The new protocols have fewer test exercises, shorter exercise duration, and a more streamlined sampling sequence than the existing ambient aerosol CNC quantitative fit testing protocol.

The protocols provide employers with alternatives to the four quantitative fit testing protocols already listed in the respiratory protection standard. The new protocols apply to employers in general industry, shipyard employment, and the construction industry.

### Original, Modified Protocols

The original ambient aerosol CNC protocol uses a sample device installed on the respirator to quantitatively test the respirator's fit. The probed respirator is used only for the fit test.

The PortaCount protocol employs a series of eight test exercises, performed in the following order: normal breathing, deep breathing, turning head side to side, moving head up and down, talking, grimacing, bending over, and then normal breathing again.

The modified ambient aerosol CNC protocol for full-face piece and half-mask elastomeric respirators differs from the original protocol as follows:

It includes only three of the eight original test exercises (bending over, head side to side, and head up and down).  
It adds jogging in place as a new exercise.  
It reduces the total test duration from 7.2 to 2.5 minutes.  
The modified ambient aerosol CNC protocol for filtering face piece respirators differs from the original protocol as follows:

It includes only four of the eight original test exercises (bending over, talking, head side to side, and head up and down).  
It reduces the total test duration from 7.2 to 2.5 minutes.  
Employers, States, Consensus Standard

Although employers are not required to use the new protocols, the agency believes having alternative fit testing methods gives employers greater flexibility and can reduce the burdens of complying with the respiratory protection standard.

Because the protocols are part of an appendix to the respiratory protection standard, states administering their own workplace safety and health programs are not required to adopt them. However, OSHA strongly encouraged states to adopt the new protocols to provide employers additional compliance options.

The agency also said the new protocols are consistent with the industry consensus standard developed by the American National Standards Institute (ANSI) and American Industrial Hygiene Association (AIHA)—ANSI/AIHA Z88.10-2010, "Respirator Fit Testing Methods." OSHA concluded the new protocols meet the evaluation criteria outlined in the consensus standard. The final rule amending the respiratory protection standards is effective immediately.

## FMCSA Commercial Driver's License Drug and Alcohol Clearinghouse

The U.S. Department of Transportation's Federal Motor Carrier Safety Administration (FMCSA) today announced that registration is now open for the Congressionally mandated Commercial Driver's License Drug and Alcohol Clearinghouse.

The clearinghouse will be a secure online database that will allow FMCSA, CMV employers, State Driver Licensing Agencies, and law enforcement officials to identify – in real-time – CDL drivers who have violated federal drug and alcohol testing program requirements, and thereby improve safety on our nation's roads. Registration is required to be able to access the clearinghouse once it is fully implemented on January 6, 2020. To access the clearinghouse, authorized users must register.

These users include:

- √ Drivers who hold a commercial driver's license (CDL) or commercial learner's permit (CLP).
- √ Employers of CDL drivers. This includes those who employ themselves as CDL drivers (owner-operators), typically a single-driver operation.
- √ Consortia/Third-Party Administrators (C/TPAs).
- √ Medical Review Officers (MROs).
- √ Substance Abuse Professionals (SAPs).

***HAPPY HOLIDAYS  
FROM YOUR  
ASA SAFETY COMMITTEE!***



INTERESTED IN SPONSORING AN UPCOMING MEETING?  
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## ***NO NEW MEMBERS THIS MONTH***

*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](mailto: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**

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Contact Susan Winkelmann  
[susan@asamidwest.com](mailto: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.

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- 1/4 Page Quarterly \$125/Year
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- Business Card Monthly \$125/Year
- Business Card Quarterly \$70/Year
- Whole Page 1X \$300 Per Issue
- Whole Page Quarterly \$900/Year
- Classified Ads \$15 Per Issue



