

## MAY 2020

### ALL EVENTS SUBJECT TO CANCELLATION OR POSTPONEMENT!

#### MAY

May 7  
**Webinar: RESET 2020  
Techniques & Solutions**  
*FREE WEBINAR*

#### JUNE

June 17  
**Monthly DINNER Meeting**  
*Syberg's on Dorsett*

#### AUGUST

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

#### SEPTEMBER

September 16  
**Monthly LUNCH Meeting**  
*Syberg's on Dorsett*

#### OCTOBER

October 5  
**ASA Golf Tournament**  
*Whitmoor Country Club*

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

Spring has sprung, in the most unusual way this year. Nature moves on as it always does, birds sing, flowers bloom the grass greens. This year however, when it comes to our human culture and activity, a great many things are different. No school, no restaurants, no salons or barber shops, social distancing, cancelled events, and all the other efforts to stop the spread of COVID 19. A thank you goes out, to those in healthcare and human service industries that are dealing with the frontline of the COVID 19 pandemic.

The subcontracting industry moves on, constructing the buildings and infrastructure that is needed for our communities. Many things are different from even two months ago. Job sites and the supply industry are learning daily how to deal with the evolving COVID 19 crisis. Safety protocols and instructions from government agencies have been changing hourly in many cases. When it comes to running any business or managing supply chain and employees, right now the only thing constant is change.

Here at ASA Midwest council we will continue our mission, to keep our members informed and provide as much value as possible. On **May 7<sup>th</sup>, 2020** we will be presenting a **FREE webinar** to members (\$60 for non-members) titled **RESET 2020: Techniques & Solutions to Maneuver through Economic Constriction**, presented by Martha Ann Marley. Having heard her speak several times in the past concerning the economy, her insight at the current state of all things dollars and sense will prove unbelievably valuable during these uncharted waters.

Unfortunately, one of our biggest and certainly most lavish events of the year, fell victim to the COVID 19 crisis. As all are aware, the ASA Midwest Council Awards Gala was cancelled. The votes are in, and awards will still be presented for 2020 at some point. The Awards Gala committee is currently working on the best avenue to announce those winners. Stay tuned for further information regarding the winners of the 2020 awards.

Looking forward to that first event whatever it may be, as promptly as we can safely schedule it. We cannot wait to see everyone in person and, wow, are those cocktails going to hit the spot. Stay safe, stay sane. This will pass.

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

**ALL IN PERSON ASA EVENTS POSTPONED OR CANCELLED UNTIL MAY 15TH!  
WE WILL CONTINUE TO MONITOR THE SITUATION AND REPORT UPDATES WHEN  
AVAILABLE. VISIT [www.asamidwest.com](http://www.asamidwest.com) FOR THE LATEST INFORMATION!**

## **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 MEANS BUSINESS**

### ***Membership Benefits-How ASA Helps YOU!***

ASA's Legislative involvement on the State and National Level to provide representation of Subcontractors & Suppliers in the Construction Industry in Jefferson City and Washington DC.

Ongoing Work to Improve Laws & Regulations affecting the construction industry

Protecting Your Contract Rights via legislative and contract review activities

Chapter Contract Review Committee with member access to a library of reviewed GC contracts

Business Practices Interchange (BPI) sessions to gain first-hand knowledge of GC's, from peers

Building Your Business & Management Skills thru relevant training and resources provided locally & nationally

Enhancing Your Professional Status with area General Contractors via networking opportunities at Awards Gala, GC Expo, and Golf Tournament.

Networking Opportunities with Subs & Suppliers who Share Your Concerns, and the opportunity to share ideas with peers

Outstanding Educational Seminars, Publications and Materials, to build your professional knowledge of the industry.

Assistance with improved Job Safety & Working Conditions with information and resources provided by ASA Midwest Council Safety Committee

Access to MEMBER ONLY Safety information, including monthly TOOL BOX TALK topics updated each month

Publications on Current Industry Issues from a local, regional, and national perspective keep you informed

**ASAdvantage** Program & local Affinity Programs to provide member only discounts on important goods and services needed to conduct business efficiently

# **POSTPONED**

**NEW DATE COMING SOON**

## **Networking Event**

***TopGolf***  
***16851 N. Outer 40 Rd.***  
***Chesterfield, MO***



# **TOPGOLF**

**DATE:**  
**MAY 13, 2020**

**TIME:**  
**4:30 to 6:30 p.m.**

  
**TOPGOLF**

**'SWING' ON BY FOR A JOINT  
ASA/SITE NETWORKING EVENT**

**\$60 per person**  
Includes open bar, appetizers and golf  
**BAR SPONSORSHIP \$300**

**Advance Registration Required**  
*ASA Members register by visiting [www.asamidwest.com](http://www.asamidwest.com) by May 6th.*  
**Limited Bar sponsorships available only \$300—includes signage & recognition at event!**  
Register by May 6th and pay by credit card or check. If you belong to both organizations, please only register with one group.  
ASA Cancellation Policy: Cancellation by May 6th for full refund, no refund after that date, but you may always send someone in your place.

  
**MIDWEST COUNCIL**  
Building Community

  
**TOPGOLF**

  
**SIE**  
**IMPROVEMENT  
ASSOCIATION**

# Covid -19 Reflections

**Walter Bazan, Jr.**  
**BAZAN Painting Co.**



As I write this article, I believe the Covid Curve is flattening out and I pray we are heading back to some sense of normal again. Some of the things that I have noticed is the lack of straight forward clear and true information about the illness such as how many actual cases are there. How bad is it here in America versus other countries? Quite honestly, I think we have done far better than most countries but of course the very densely populated areas are struggling more.

Covid - 19 has shut down all but the most emergency type of construction in some areas like New York and Boston. We are quite a bit more fortunate here in the Midwest as our work continues for the most part. Hopefully, things will begin to open up even more!

A few other reflections.....

Working from home is different and hard!

I do not understand the whole Toilet paper hoarding thing—What???

Making hand sanitizer out of booze – not a good idea

How did we get caught unaware of the need for medical supplies and PPE?

What will the 3<sup>rd</sup> and 4<sup>th</sup> quarter of the year look like for construction and the economy?

We have learned how to work safely in construction during this pandemic.

Zoom meetings, Go to meetings, conference calls, etc.....are the new norm but will never replace face to face meetings

Video huddle meetings with your team may help to keep everyone working cohesively.

This last tidbit may be the best one of all.....The government might actually be helping us, as contractors, with the Paycheck Protection Program. This allows for some funds to be forgiven and all at an exceptionally low 1% interest rate. This is designed to keep employees working!

Good Luck .....Work Smart.....Stay Healthy!





*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 and support deserving students advance their educational goals!

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

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

# THANK YOU

**to the MEMBER COMPANIES that attended our recent monthly meeting!**

Affton Fabricating & Welding	Enterprise Bank & Trust	Lawrence Fabric & Metal	Precision Analysis, Inc.
American Steel Fabrication,	Fabick Rents	Structures	RubinBrown LLP
Aschinger Electric	Foreman Fabricators	Lizmark Branded Solutions	Sachs Electric
Bangert Computer Systems	George McDonnell & Sons	Luby Equipment Services	Sandberg Phoenix
Bazan Painting Co.	Golterman & Sabo	Marketeer	Schmersahl Treloar & Co.
BluSky	Guarantee Electrical Co.	MC Service	Seal the Deal Too
Brown Smith Wallace, LLP	Ideas4promos	Montgomery Bank	SFW Partners, LLC
CarsonAllaria	Irwin Products, Inc.	Nu Way	Show Me Industrial Services,
Wealth Management	J.D. Kutter	O.J. Laughlin Plumbing Co.	Sikich, LLP
CK Power	Jarrell Contracting	Pipe and Duct Systems, LLC	Sunbelt Rentals
CSA Advisors	Johnson Controls	Pirtek Overland	T J Wies Contracting
ELCO Chevrolet Cadillac	Knapheide Truck Equipment	Plumbing Planning Corp.	UHY LLP
			Vee-Jay Cement Contracting

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



**ALL IN PERSON EVENTS/MEETINGS ARE SUBJECT TO CHANGE AT THIS TIME!**

<b>May 7th</b>	<b><i><u>FREE WEBINAR-RESET 2020: Techniques &amp; Solutions to Maneuver Through Economic Constriction</u></i></b>
<b>June 17</b>	<b>Monthly Membership DINNER Meeting Syberg's on Dorsett</b>
<b>August 19</b>	<b>Monthly Membership DINNER Meeting Syberg's on Dorsett</b>
<b>September 16</b>	<b>Monthly Membership LUNCH Meeting Syberg's on Dorsett</b>
<b>October 5</b>	<b>ASA Midwest Council Golf Tournament Whitmoor Country Club</b>

**VISIT [WWW.ASAMIDWEST.COM](http://WWW.ASAMIDWEST.COM) TO REGISTER FOR ANY OF THE ABOVE EVENTS!**  
**Event registration 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!*





Please join us for the 33rd Annual

# ASA Midwest Council Golf Tournament



**October 5, 2020 | 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**

# SAVE THE DATE

Building.  
Community.



*The ASA Midwest Council Presents  
an Informative & Interactive Webinar*

# **RESET 2020 | Techniques & Solutions to Maneuver Through Economic Construction**

**Thursday, May 7th 2020**  
12:00 to 1:30 p.m.

**ASA Members FREE Non Members \$60**  
Register at [asamidwest.com](http://asamidwest.com) by May 4th 2020

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



## **IT IS DUES RENEWAL TIME!**

**Membership Dues Renewal Invoices will be sent  
out in early May from our national organization**

Dues renewal only \$845 per year or \$72 per month

**Did you know ASA membership is a company membership &  
includes all employees of your company for one rate?**

**RENEW YOUR MEMBERSHIP TO RETAIN ACCESS TO ALL THE  
MEMBER ONLY BENEFITS OF ASA MEMBERSHIP!**

**Questions? Contact Susan Winkelmann**  
[susan@asamidwest.com](mailto:susan@asamidwest.com) or 314.845.0855



Just like the rest of the state and country, all the news coming out of Jefferson City in the past month has been COVID-19 related. The Capitol has been shut down except for the Governor's daily coronavirus updates and the General Assembly's brief return to approve the supplemental budget.

The approval of the supplemental budget was necessary to cover shortfalls in the current fiscal year as well as give spending authority to the Governor for expenditures related to the COVID-19 relief package. Most of the nearly \$6.3 billion of coronavirus expense package comes from federal dollars, with the remainder made up of primarily state general revenue funds. The funding covers many areas, including assistance to cities and counties, personal protective equipment for first responders and healthcare workers, emergency food assistance, and mobilization of the National Guard.

The fallout from the pandemic has reached far and wide. Governor Mike Parson recently announced an additional \$47 million in budget withholds for the current fiscal year. This is in addition to nearly \$180 million in budget restrictions announced on April 1. Businesses are suffering, unemployment claims continue to roll in, and state, city and county governments are seeing budget shortfalls which may last for months or years to come.

There is, however, an end in sight to some of the COVID-19 related shut-down. The General Assembly has made tentative plans to return to Jefferson City on April 27 to complete the final three weeks of the legislative session. The only thing certain on the agenda will be to pass the FY2021 budget. It is unclear what other legislative priorities could be debated. Possibilities include an internet sales tax plan and a prescription drug monitoring database. Other bills could be brought to the House and Senate floor, but many details need to be worked out as debate time will be very limited due to the constitutionally mandated end of session date of May 15. There will likely be many restrictions in place as far as visitors entering the Capitol, as legislators try to balance their legislative duties with public health concerns.

Governor Parson has also announced plans to work with local leaders in an effort to re-open businesses across the state. The Governor's stay at home order expires on May 3, and he has stated that most service businesses will be allowed to open once again with certain guidelines. Parson spoke about giving beauticians and barbershops, restaurants and box stores "an opportunity to open." He announced the "Show Me Strong" recovery plan and said the phased-in reopening of businesses would be decided by Missouri-specific public health data.

In non-legislative news, Attorney General Eric Schmitt is pointing a finger at China for their role in the COVID-19 pandemic. Schmitt is suing China, several Chinese government entities, the Chinese Communist Party, and two Chinese laboratories in U.S. District Court. Missouri becomes the first state to sue China, in what Schmitt says is a "campaign of deceit" in how the communist country has handled the virus. In a press release, Schmitt stated "the Chinese government lied to the world about the danger and contagious nature of COVID-19, silenced whistleblowers, and did little to stop the spread of the disease. They must be held accountable for their actions." Some legal scholars say China is protected by sovereign immunity and Missouri will have a difficult time moving the lawsuit forward.

We will continue to provide legislative and political updates as the COVID-19 pandemic continues to unfold. Thank you and stay safe and healthy! Nikki Strong, Strong Consulting Group.

# ASA Midwest Council Members

24/7 OnSite Cameras  
Acoustical Ceilings, Inc.  
Acropolis Technology Group  
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  
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  
Budrovich  
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  
Empire Fence & Custom Iron Works  
Enterprise Bank & Trust  
Event Productions, Inc.  
Fabick CAT  
Fenix Construction Co. of STL  
Flooring Systems, Inc.  
Focal Pointe Outdoor Solutions, Inc.

Foreman Fabricators  
Foundation Supportworks by Woods  
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  
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  
Mold Solutions  
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  
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  
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  
Woodard Cleaning and Restoration  
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**

Be sure to visit the Members Only Safety Page on the ASA website, for ongoing safety and health tips, as we all navigate these uncertain times together! 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**

Your Contract Review Committee reviews subcontract agreements for our members. We maintain a library of subcontracts available for your use as you negotiate subcontract terms. We focus on GCs who work in our area. If you have seen a new subcontract form put in use by a GC for work in the area and think it should be reviewed for future use by our members, please submit it to us. All we ask is that the form be submitted in WORD format for easy editing for the committee.

Whenever a member asks for a copy of any subcontract that has been reviewed, we ask for feedback indicating what, if any, changes the subcontractor was able to obtain. If you would like to work on this committee, please let us know. We meet, as needed, on the second Wednesday of each month at Sachs Electric.

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**

During these uncertain times, 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)



## ***OSHA Guidance on Recording COVID-19 Cases***

In a memo issued late Friday, April 10, 2020, OSHA revised its guidance on whether employers are required to record cases of COVID-19 in their 300 Logs for reporting occupational injuries and illnesses. OSHA's memo is in direct response to significant concerns raised by the Construction Industry Safety Coalition, which ASA is a member, in its March 23, 2020 letter to OSHA regarding its position on the recordability of COVID-19 cases.

OSHA states that in areas where there is ongoing community transmission, employers may have difficulty making determinations about whether workers who contracted COVID-19 did so due to exposures at work. Until further notice, OSHA will not enforce its recordkeeping requirements to require these employers to make work-relatedness determinations for COVID-19 cases, *except* where: (1) There is objective evidence that a COVID-19 case may be work-related; and (2) The evidence was reasonably available to the employer; however, employers of workers in the healthcare industry, emergency response organizations and correctional institutions must continue to make work-relatedness determinations pursuant to 29 CFR Part 1904. OSHA's guidance takes effect immediately and remains in effect until further notice, which is intended to be time-limited to the current national public health emergency.



**U.S. Department of Labor | April 10, 2020**

**U.S. Department of Labor Issues**

## **Enforcement Guidance For Recording Cases of COVID-19**

**WASHINGTON, DC** – The U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) has issued interim guidance for enforcing OSHA's recordkeeping requirements (29 CFR Part 1904) as it relates to recording cases of COVID-19.

Under OSHA's recordkeeping requirements, COVID-19 is a recordable illness, and employers are responsible for recording cases of COVID-19, if the case:

- Is confirmed as a COVID-19 illness;
- Is work-related as defined by 29 CFR 1904.5; and
- Involves one or more of the general recording criteria in 29 CFR 1904.7, such as medical treatment beyond first aid or days away from work.

In areas where there is ongoing community transmission, employers other than those in the healthcare industry, emergency response organizations (e.g., emergency medical, firefighting and law enforcement services), and correctional institutions may have difficulty making determinations about whether workers who contracted COVID-19 did so due to exposures at work. Accordingly, until further notice, OSHA will not enforce its recordkeeping requirements to require these employers to make work-relatedness determinations for COVID-19 cases, *except* where: (1) There is objective evidence that a COVID-19 case may be work-related; and (2) The evidence was reasonably available to the employer. Employers of workers in the healthcare industry, emergency response organizations and correctional institutions must continue to make work-relatedness determinations pursuant to 29 CFR Part 1904.

OSHA's enforcement policy will provide certainty to the regulated community and help employers focus their response efforts on implementing good hygiene practices in their workplaces and otherwise mitigating COVID-19's effects.

## How Soap Destroys COVID-19

When we think of the word “disinfecting” we typically think of popular products such as Clorox, Lysol, or alcohol-based sanitizers. Some internet sites suggest common chemical sanitizers are the best option for disinfecting, which is not accurate. These chemical sanitizers should be used on surfaces where soap and water is not possible, or not practical and should never be used to sanitize garments or other clothing. Standard household soaps and detergents are as effective, or better than common chemical sanitizers like alcohol or bleach.

### What makes soap such a powerful agent in the disinfection of COVID-19?

Understanding this process begins with the molecular structure of the COVID-19 virus. All viruses are bits of genetic code bundled inside a collection of lipids and protein. COVID-19 has an outer shell made of lipids (basically a fat). Soap molecules have a head that bonds with water and a tail that bonds with fats (lipids). The mechanical action of scrubbing your hands or of a washing machine agitating, creates mechanical force on these molecules, prying open the COVID-19 lipid shell, which destroys it.

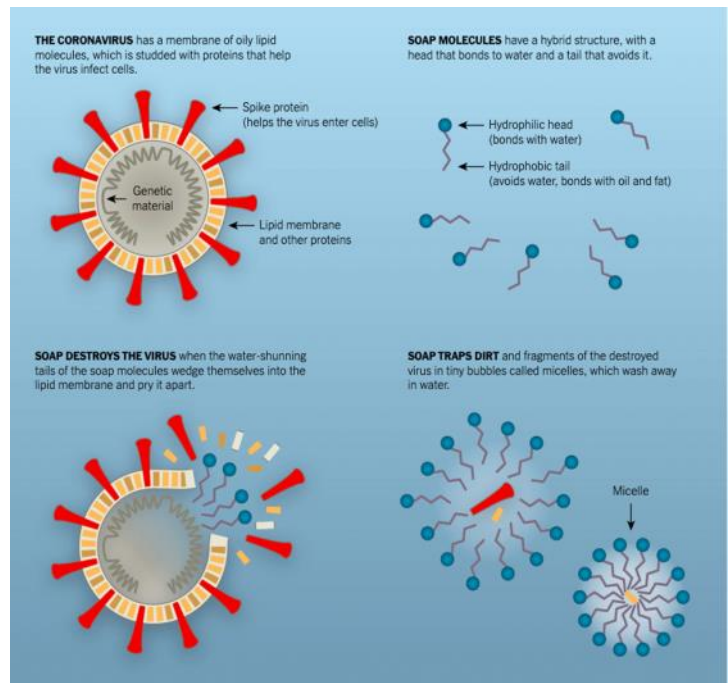
Then soap does something chemical sanitizers do not: it degrades the chemical bonds that let the virus stick to a surface, entraps tiny fragments of the virus, and washes them away in water. When you wash your hands, hard surfaces, clothing or PPE with soap and water, you are prying the virus apart, destroying it, and washing the remains away which protect against viruses like COVID-19.

### Why you should use soap over hand sanitizers

Although sanitizers act similarly, many lack the necessary amount of alcohol—at least 60 percent by volume—to kill viruses. The advantage of using soap relies on the ease of removing microorganisms - destabilizing their lipid membranes - from surfaces including clothing and PPE. Furthermore, if your hands are wet or sweaty when you use the sanitizer, that can dilute it and diminish its effectiveness.

Additionally, soap disrupts chemical bonds that allow the virus to stick to surfaces such as clothing and PPE and then entraps the particles and washes them away – a process that sanitizers simply cannot perform.

For further clarification of how soap works to eliminate viruses see the below graphic published by the New York Times which specifically outlines how soap deactivates COVID-19.



*Image Source: The New York Times*





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

## ***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)*

#### **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](mailto:susan@asamidwest.com)  
314 845-0855

# 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
- 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
- Classified Ads \$15 Per Issue

## SAVE THE DATE



**WOMEN'S COUNCIL**

She's Built For This.



**FOLLOW US ON FACEBOOK,  
TWITTER & LINKEDIN!**

