

**ALL EVENTS SUBJECT
TO CHANGE OR
CANCELLATION.**

MARCH 2021

MARCH

March 4
ASA Quick Hits
Virtual Round Table

March 24
Monthly Meeting

APRIL

April 1
ASA Quick Hits
Virtual Round Table

April 28
Monthly Meeting

MAY

May 19
Meet the GC's Expo
*St. Charles
Convention Ctr*

JUNE

June 25
Friday Night Lights
Awards Gala
The Four Seasons

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

During the month of March this year, it is difficult not to think back to this time a year ago when the coronavirus began sweeping across the country and many businesses essentially shut down for many weeks. Just before this was all beginning to happen, I fondly recall that my wife Paula and I, and many others from ASA Midwest Council attended *SUBExcel*, the ASA national convention in Las Vegas. Paula and I had never been to Vegas before. The convention offered many valuable sessions for business and professional development, and the opportunity to network with subcontractor industry and ASA peers from all across the country. For our group from the St. Louis area, it was a week full of learning, comradery and adventure. Paula and I explored much of the town, went for a hike at Red Rock Canyon, took in a NCAA women's basketball game (UCLA vs Stanford), and went with a fun group of ASA'ers to *The Rat Pack* show. (And of course, she hung out at the pool while I attended the seminars!) I am so thankful we had the opportunity (not only to see Vegas, but to enjoy the company of our local ASA group and meet many other interesting industry people from our sister councils). Within a week of our return home, shelter-in-place orders were being issued, and the world changed quite abruptly. It remains different a year later. While many are managing okay, I must say, my heart sincerely goes out to those who have lost a loved one to the pandemic or become seriously ill, those whose businesses have been depleted or who have lost a job, and those who have been in isolation from friends and family. Please hang in there. Like everyone else, I can't wait to be able to do all the things that we used to do and probably took for granted. And, when this all gets better, Paula and I are going back to Vegas.

During the ASA Midwest February board meeting, we had much discussion about the upcoming major ASA Midwest events – *Meet the GC's Expo at St. Charles Community Center (May 19th)* and *ASA Midwest Awards Gala at the Four Seasons (June 25th)*. At this time, we are being optimistic and planning to host both of these events live with appropriate precautions. Of course, the board and committees will continue to monitor COVID trends and local government regulations and may need to be flexible and make adjustments to our plans. In any case, we will send email updates and post information to the website, as needed. I am remaining hopeful we will be able to have both of these events in person. I am so looking forward to catching up with old General Contractor friends at both events, and – at the latter event -- enjoying a pre-dinner libation or two on the 6th floor veranda at Four Seasons Hotel while watching the mighty Mississippi River roll by.

Thanks to Brad Butler, with Acropolis Technology Group for presenting “IT Best Practices for Construction Companies” in a virtual fashion this past month for our monthly membership meeting. Among other things, he delved into IT Security, file syncing and sharing, and backing up. The information provided in his presentation could not be more vital and timely for our subcontractors and all our members.

We are continually evaluating possibilities for our monthly membership meetings – whether to stay virtual or go in person. In the next few months, if conditions are improving and restrictions are slackened, we would really like to offer an in-person event or two. (I feel like I've probably been espousing this same thought for many months.) Not ready to make that call yet, but hoping to see everyone soon.

Richard A. Russell, Sachs Electric
President, ASA Midwest Council
rrussell@sachsco.com | 314.681.9849

VIRTUAL Meeting

Virtual via Zoom

WE HAVE RESCHEDULED THE MEET THE GC'S EXPO FOR MAY!
REGISTRATION AVAILABLE online at www.asamidwest.com



ASA MEMBER RESOURCES

Did you know?

The **ASA Safety Committee** provides 4 new tool box talks on the safety page of the ASA website each month for **members ONLY!**
Use your member login to access the information each month !

Below is a Tool Box available now for download, along with many others on the safety page! (**ASA MEMBER BENEFIT ALERT**)

LABELS

Chemical container labels must include the following information:

- The identity of the chemical - what it is (remember, there may be more than one kind of chemical in the container)
- The name, address, and phone number of the manufacturer or importer
- The physical hazards of the chemical - what it might do if handled improperly (such as catch fire or explode)
- The health hazards of the chemical - how it might hurt you

Labels also may include some or all the following information:

- Instructions for proper storage and handling - how to avoid accidents and physical hazards
- Basic protective measures - such as personal protective equipment and procedures for safe use
- Labels may also include emergency instructions - what to do if something goes wrong

Do's and Don'ts of Using Chemical Labels

DO:

- Read the label before starting to work with the chemical
- Follow the warning instructions on the label
- Understand the color - and number-coding system on labels in your workplace
- Read and follow label guidelines for consumer products (such as cleaners and pesticides)
- Report containers with missing, covered, or illegible labels to a supervisor
- Put labels on portable containers for hazardous chemicals
- Consult the MSDS as well as the label for complete information about the chemical

DON'T:

- Use any container that does not have a label, or if you can't read the label
- Ignore safety warnings on the label
- Work with a chemical if you do not understand the information on the label

MEET THE GC'S EXPO
Wednesday, May 19, 2021
3:00 to 7:00 p.m.

**Make plans to join the ASA Midwest Council
19th Annual Meet the GC's Expo!**

***We will be following all CDC & local guidelines
to ensure the safest event possible
for our exhibitors & attendees!***

***THE ASA MEET THE GC'S EXPO IS THE PERFECT
OPPORTUNITY TO MEET WITH AND BUILD
RELATIONSHIPS WITH REPRESENTATIVES
FROM THE PREMIER STL AREA GC'S***

**Wednesday, May 19, 2021
St. Charles Convention Center**

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 5.5.21 \$80
NON Members \$95 | after 5.5.21. \$110

***Register online-www.asamidwest.com
by Wednesday, May 12, 2021***

***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 info please email:
susan@asamidwest.com***

***(Attendees not cancelled by 5.12.21. will be
charged per ASA cancellation policy. No refund after
5.12.21., but you may always send someone in your
place if you are unable to attend.)***

Are you Building a StoryBrand?

AJ Ford
Marketeer, Inc.



Most companies waste an enormous amount of money on marketing and here is the reason. We trust our branding to agencies with great design skills, but they do not understand how to clarify a message that resonates with the buyer. In reality, people buy products/services only after they read or hear the works that make them want to buy those products/services. That is because the human brain is designed to do two things:

1. Survive & Thrive
2. Conserve Calories

What this means is, if we fail to position our products/services in such a way that can clearly help people survive, thrive, and not waste calories trying to figure out your messaging, you are wasting your marketing dollars. ***If you confuse, you'll lose.***

In modern marketing the pendulum has swung back to that of storytelling. The human brain on average spends more than 60% of its time daydreaming. But, have you ever gone to a movie and not daydreamed once? Or, picked up a book and could not put it down? That is because the writers have invited you into a story. As the only StoryBrand Certified Guide in ASA Midwest Council, we have worked with companies that have seen tremendous results by going through a 7-part framework which gets to the heart of what makes people want to buy certain products/services.



Unlike a movie or book, in marketing we must get to the heart of the story quickly or we lose the audience. This means your website, print collateral, social media posts, bid submittals, etc. must have a clear messaging filter that positions your company as the guide to solving the problem(s) your clients face. This is where most company's waste money. They position themselves as the hero in the story. In reality though, your customer is the hero in their own story, not your brand.

At this point in our customer's story, they likely want what we have to offer. And yet, they are not going to make a purchase. Why? Because for the first time in their journey they are at risk. If they buy something, they could lose. And most customers are not going to take that chance. So, we need to go another step and give them a plan. Without an easy step-by-step plan to move forward, they will not. And it is not enough to give them a plan. People are reluctant to take action unless they are challenged to take action. In all of your marketing there should be one obvious call to action (CTA), and it should be simple. "Buy Now", "Call Today", "Schedule an Appointment" etc. You also need to avoid vague calls to action like "Learn More", "Get Started". Get started doing what? The point is to give customers something they can clearly accept or reject.

The final things you need to do to build a StoryBrand, is show your customers what can be won by doing business with you, or what could be lost by not doing business with you. Unless we tell our customers what can be won or lost, the story has no stakes. And a story without stakes is not very interesting. Customers want us to cast a vision of what their lives can look like if they use our products/services. By showing them, they are ready to buy in order to achieve that future.

Contact Us @ www.marketeerinc.com or 314-435-7038



ASA Midwest Council's
FRIDAY NIGHT LIGHTS
28th Annual Awards Gala
Friday, June 25th, 2021



6:00 - 7:30 pm – President's Cocktail Reception | 7:45 - 9:00 pm – Dinner Served | 9:00 - 10:00 pm – Awards Presentation | 10:00 - 11:00 pm – Celebration!

TO REGISTER VISIT ASAMIDWEST.COM BY JUNE 16TH 2021
\$175 PER PERSON | VALET PARKING INCLUDED | BLACK TIE OPTIONAL

Contact the Four Seasons at 314.881.5757 before JUNE 10th to RESERVE room at ASA Rate of \$215
Four Seasons Hotel | 999 North Second St. | St. Louis, MO



ASA Midwest Council's
FRIDAY NIGHT LIGHTS
28th Annual Awards Gala



2021 NOMINEES

General Contractor 2021

CATEGORY A

Alberici Constructors
ARCO Construction
BSI Constructors
Kadean Construction
L. Keeley Construction
Tarlton Corporation

CATEGORY B

Interface Construction Corp
Kozeny-Wagner
McGrath & Associates
Rhodey Construction

CATEGORY C

BEX Construction Services
Eagan Building Group
G. S. & S. Construction
SITELINES

MEP Subcontractor 2021

CATEGORY A

CE Jarrell Mechanical Contractors
Corrigan Co.
Guarantee Electrical Co.
Murphy Company
PayneCrest Electric, Inc.
Rock Hill Mechanical
Sachs Electric

CATEGORY B

Aschinger Electric
Bell Electrical Contractors, Inc.
Bi-State Fire Protection
Boyer Fire Protection
Haberberger, Inc.
O.J. Laughlin Plumbing Co.
Pipe and Duct Systems LLC
RF Meeh Co.

Specialty Subcontractor 2021

CATEGORY A

Afton Fabricating & Welding
BAZAN Painting Co.
Budrovich
Drilling Service Co.
Flooring Systems, Inc.
Niehaus Building Services
T.J. Wies Contracting, Inc.
Vee-Jay Cement Contracting Co., Inc.
Wies Drywall

CATEGORY B

Acoustical Ceilings, Inc.
AME Constructors
George McDonnell & Sons
Golterman & Sabo
Grant Masonry Contracting
Leach Painting Company
Meyer Painting Company
Swanson Masonry, Inc.

Service Provider/Supplier 2021

Enterprise Bank & Trust
JD Kutter
Negwer Door Systems

NuWay
Seal The Deal Too

Upcoming ASA Midwest Council Meetings & Events



<i>March 4</i>	<i>ASA Quick Hit-Virtual Round Table Discussion The Wrap up on OCIPs & CCIPs</i>
<i>March 24</i>	<i>ASA Monthly Member Meeting</i>
<i>April 1</i>	<i>ASA Quick Hit-Virtual Round Table Discussion</i>
<i>April 28</i>	<i>ASA Monthly Member Meeting</i>
<i>May 19</i>	<i>Meet the GC's Expo St. Charles Convention Center</i>
<i>June 25</i>	<i>28th Annual Awards Gala The Four Seasons Hotel</i>

VISIT WWW.ASAMIDWEST.COM TO REGISTER FOR ANY OF THE ABOVE EVENTS!
Event registration requires member login, contact susan@asamidwest.com with questions!
ALL MEETINGS & EVENTS SUBJECT TO POSTPONEMENT & CANCELLATION

***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, May 19th, 2021

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 May 5th deadline | Members \$80 | Non-Members \$110

Visit www.asamidwest.com to register by May 5, 2021

For More Information contact susan@asamidwest.com or 314.845.0855



All local and CDC guidelines will be followed to ensure the safest possible event for our exhibitors & attendees. This includes masks, social distancing and guidelines as of May 2021.

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

REMINDER | Members must login to receive the member price.

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 & further ASA's goals!**

**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!***



DID YOU KNOW?

Check out the **Info Hub** on the ASA National Website for extra member benefits included in your membership!

www.asaonline.com, then member login to access the **Info Hub**

A few Areas to visit in the Info Hub Include:

- ✓ **Resources section.** There are hundreds of documents in the Resources section of the **Info Hub** that include critical COVID-19 information, sample contract language, negotiating tips, archived webinars, and so much more.
- ✓ **ASAdvantage.** In the Info Hub, there is a link to our ASAdvantage program. Members should spend time looking through what is available. Includes programs to save money with Office Max, UPS, Lenovo, Verizon Wireless, as well as discounts on software, and many other cost savings discounts.

You must login to the ASA National website to access the **Info Hub, and your login is different than your local ASA Midwest Council login information.**

If you need assistance logging in, please contact: Loni Warholic: lwarholic@asa-hq.com

The Legislative Session rolled along with some sense of normalcy the month of February. COVID delays in January made many questions how productive the 2021 legislative session would be and would it slow significantly and entail numerous starts and stops. Aside from weather delays from the historic winter storm that impacted the entire state in Mid-February, the legislative session rolled along at a pre-pandemic pace in February.

Both Chambers moved forward with a slate of daily hearings making it difficult to navigate the 20+ hearings a day. Floor debate has also moved along productively with the House passing several pieces of legislation while the Senate focused on long debate and overnight sessions moving some of its more controversial pieces of legislation.

The Senate worked through the night in early February to reach an agreement on COVID-19 liability legislation. SB51, sponsored by Senator Tony Luetkemeyer, offers liability protections for businesses that manufacture medical supplies and other products and equipment directly related to the Covid-19 pandemic. It also covers medical professionals and religious organizations. The original debate to perfect the bill lasted nearly fifteen-hours. However, the final vote on the bill was delayed several weeks as the Senate attempted to gather enough votes to meet the 2/3 vote needed to pass an Emergency Clause. The Emergency Clause is necessary so the bill can become law once the Governor signs it rather than the constitutional effective date of August 28. After a 3-week absence of Sen. O'Laughlin due to illness, the bill was brought to a final vote. The bill received a passing vote; however, the Senate could not garner enough votes to get the Emergency Clause passed. Without the Emergency Clause it is unclear what the fate of the bill will be. The bill is a priority for the Governor, as well as legislative leaders, who see it as a key part of the COVID-19 related economic recovery.

Both the House and Senate have debated numerous bills that would limit the authority of local city and county health officials. At issue is the closure of schools, churches, and businesses during the ongoing pandemic. There are several bills filed that in some form would prohibit the issuance of public health orders that limit the number of people on private residential property and would also prohibit the closure of or placement of restrictions on restaurants, schools, and other regarding working and assembling, as opposed to the government issuing restrictive health orders. Much of the criticism was aimed at St. Louis County Executive Sam Page, who has been responsible for some of the most stringent lockdown orders in the state. This issue will continue to be debated as the legislative session progresses.

There is bi-partisan support in both the House and Senate to forgive unemployment overpayments that occurred during the pandemic. The House Special Committee on Government Oversight considered seven bills on this topic. In addition, bills have been filed in the Senate. The Department of Labor and Industrial Relations was under fire during House Budget and Senate Appropriations committee meetings in both the House and Senate. At issue is more than \$150 million that went to over 46,000 unemployed Missourians during the pandemic. The Department of Labor and Industrial Relations says the money was sent in error and the recipients must now plan to pay it back. The error happened in other states as well, but many of them have decided to offer waivers. Missouri is not one of them. The state is offering a zero-interest payment plan and says if the money is not paid back people could see their future paychecks garnished. The move has angered lawmakers who say those who received the money are not at fault and cannot afford the repayment option amid the pandemic.

Bills dealing with Right-to-work and paycheck protection have been filed and debated in a Senate Committee. The bills are filed each year. The bills have been heard in Committee but as of newsletter press time had not yet been voted out of Committee. The hearing on the bills were much shorter than past years and fewer people came to testify. While these bills will likely make it to the Senate Calendar, we do not expect either to make it across the finish line to for either Chamber to spend much time debating them. Since Right-to-work was defeated by such a large margin by Missouri voters a couple years ago, the Republican leadership will likely focus on getting other priorities across the finish line.

Education reform has been discussed for many years in the state. After school shutdowns during COVID, it appears that various education reforms have a good shot at getting across the finish line this year. The Senate debated SB52 until the early morning hours in late February. The following day the House took up and perfected a bill that would implement and Education Savings Account. The heart of the issue to the push to expand charter schools across the state. The issue is a priority of both the Speaker of the House, Rep. Rob Vescovo and the Senate Majority Floor Leader, Sen. Caleb Rowden.

We will continue to keep you informed of legislative happenings in Jefferson City and around the state through weekly legislative email updates. If you are not receiving these weekly updates, please contact Susan Winkelmann
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
Auto Trim Restyling
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.
Common Sense Solutions
Corrigan Company
Drilling Service Company
Dynamic Controls, Inc.
ELCO Chevrolet Cadillac
Empire Fence & Custom Iron Works
Enterprise Bank & Trust
Fabick CAT
Fenix Construction Co. of STL
The Fletcher Company
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
HM Risk
Haberberger, Inc.
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
K & K Supply, Inc.
Kaemmerlen Electric
Kaiser Electric
KAM's Mechanical LLC
Kay Bee Electric
Kent Companies
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.
Luby Equipment Services
Marketeer, Inc.
Meyer Painting Co.

MC Mechanical Services
Midwest Elevator
Mold Solutions
Montgomery Bank
Murphy Company
Negwer Door Systems
Niehaus Building Services
NuWay
O.J. Laughlin Plumbing Co.
On Site Companies, Inc.
P & A Drywall Supply
Parkway Construction Services
PayneCrest Electric
Pirtek Overland
Pipe and Duct Systems
Precision Analysis, Inc.
Professional Metal Works, LLC
R.F. Meeh Co.
RJP Electric
Ravensberg, Inc.
Rock Hill Mechanical Corp.
RubinBrown LLP
Sachs Electric Company
Sandberg Phoenix
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
The Stockenberg Law Firm
Stylemaster Apparel, Inc.
Sunbelt Rentals
Swanson Masonry, Inc.
T.J. Wies Contracting
Taylor Excavating
TROCO Custom Fabrication
UHY LLP
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 or 314.845.0855



SAFETY

Safety Award applications are now available and due to the Safety Committee by April 26, 2021. Awards will be announced at our Friday Night Lights Awards Gala on Friday, June 25th 2021. 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

Help ASA Midwest Council continue to grow by introducing someone to all the benefits that ASA Midwest Council has to offer to the STL Construction Community. 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 our Membership Committee Chairperson, Chris O'Hagan, JD Kutter. (314) 444-4949 or chris@jdkutter.com.

CONTRACT REVIEW

There are many reasons why the ConsensusDocs 750 subcontract form is preferred over the AIA A-401. Here are two: First, the 750 has better language on the release of retainage. And also, unlike the A-401, ConsensusDocs 750 allows the prevailing party to recover its attorneys' fees. Simply having the threat of recovering attorneys' fees can be a positive motivator to pay.

If you have questions regarding the contract review service, contact committee chair, Dick Stockenberg, The Stockenberg Law Firm; richard@stockenberglawfirm.com

PROGRAMS

We are hoping to be able to return to in person meetings and events in the spring! Do you have suggestions for future ASA MWC program topics, please contact our Programs Committee Chair: Chris O'Hagan, chris@jdkutter.com or executive director, Susan Winkelmann; susan@asamidwest.com

ASA Calls Upon Congress for A Robust Multi-Year Highway and Public Transportation Reauthorization Bill

ASA Calls Upon Congress for A Robust Multi-Year Highway and Public Transportation Reauthorization Bill

ASA joined 32 national associations of the Transportation Construction Coalition (TCC) calling upon congressional leadership for a robust, multi-year highway and public transportation reauthorization bill. Our surface transportation system is in dire need of additional investment and the American Society of Civil Engineers (ASCE) identified a near \$2.5 trillion funding gap for our surface transportation network, of which \$1.7 trillion is needed for our nation's highways, \$181 billion for bridges, and nearly \$535 billion for our nation's transit system, over a 20-year period. Addressing this gap with additional investment would pay dividends by improving safety and mobility.

Meanwhile, the COVID-19 pandemic continues to take its toll on transportation construction revenues and programs, and state and local transportation agencies are plagued by uncertainty surrounding the September 30th expiration of federal highway and public transportation programs. A robust, multi-year reauthorization of the FAST Act would provide a much-needed boost to economic recovery and restore confidence that Congress and the president can work together to achieve shared national objectives that will improve the lives of all Americans.

To that end, we called for three core principles:

- ✓ at least a five-year reauthorization to allow for long-term planning and investment;
- ✓ significant funding increases over current levels to meet America's transportation needs and improve the safe and efficient movement of people and goods; and
- ✓ build on the project delivery and regulatory approval process enhancements made in the previous two surface transportation laws to ensure the timely delivery of projects and benefits.



Obligations and Options for Respirator Medical Evaluations



While it is true employers are obligated to provide medical evaluations to workers before they can use or be fit-tested for a respirator, the process has mechanisms to potentially reduce the burden and associated costs. Per the respirator standard, each employer must select a physician or other licensed healthcare professional (PLHCP), such as a registered nurse or physician's assistant, to perform the medical evaluation. Employee interaction with the PLHCP can take two different paths depending on how you design your respirator protection program.

Medical evaluation options

As a first option, the PLHCP would perform “an initial medical examination” during which they would obtain information about the employee’s medical history and current conditions. This first step can be more costly for the employer but is less cumbersome to the worker and can expedite the process by eliminating the questionnaire step (explained next).

As a second option, employers can have workers complete the medical evaluation questionnaire in §1910.134 Appendix C, which is then provided to the PLHCP for review. If you choose to start with the questionnaire, the PLHCP reviews the questionnaire and determines next steps. In some cases, the PLHCP can approve the employee’s use of the respirator based solely on the questionnaire, meaning you may not need to provide and pay for any follow-up medical examinations or tests.

When it works out, this option allows you to meet your obligation through the lowest cost option. Note that, as specified in the questionnaire instructions, the employer may not look at or review the employee’s answers to the questionnaire. The worker is to send the completed questionnaire directly to the PLHCP.

After the medical evaluation

Whether you use the questionnaire or send the employee in for an initial medical examination, it is up to the PLHCP to determine what, if any, medical tests (such as a pulmonary function test or x-ray) must be done before the employee can be approved to use a respirator. Unlike fit tests, OSHA doesn’t require annual medical evaluations, but the PLHCP might recommend future examinations. The PLHCP has the responsibility to determine the frequency of these future evaluations. Lastly, don’t forget, you must also “provide the employee with an opportunity to discuss the questionnaire and examination results with the PLHCP” (§1910.134(e)(4)(ii)).

Beyond establishing a process for medical evaluations, employers have an obligation to provide the PLHCP other information, including:

- ✓ supplemental information about the workplace and job to be performed by the worker being evaluated (§1910.134(e)(5)).
- ✓ a copy of the written respiratory protection program, and
- ✓ a copy of the respiratory program section of OSHA standards.

Using the questionnaire can simplify the medical evaluation and potentially reduce costs, but certainly doesn’t eliminate the responsibility or expense for employers. The employee still has the right to discuss the information with a PLHCP, and medical tests could still be necessary. Conversely, using the initial medical exam can be most costly, but often proves faster. The key is picking that option that best suits each workplace and their employees.

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

KENT COMPANIES

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)

Golf

(Jennifer Church | Steve Cummins)

Advocacy

(Tim Thomas)

Awards Gala

(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

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
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

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