

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

## APRIL 2021

### **APRIL**

**April 8**  
**ASA Quick Hits**  
*Virtual Round Table*

**April 28**  
**Monthly Meeting**  
**Syberg's on Dorsett**

### **MAY**

**May 6**  
**ASA Quick Hits**  
*Virtual Round Table*

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

### **JUNE**

**June 3**  
**ASA Quick Hits**  
*Virtual Round Table*

**June 25**  
**Friday Night Lights**  
**Awards Gala**  
*The Four Seasons*

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

After many months of virtual membership meetings, we finally were able to meet in person this past month for a "BPI in a Box" luncheon at our "go-to" hangout – Syberg's on Dorsett. Take away the face coverings, fist or elbow bumps, and careful distancing, it really felt like business as usual and it was a really good meeting. It has been about six months since we have been able to have a live meeting or conduct BPI. Accordingly there was a lot of catching up to do. So needless to say, the group was very fervent in our BPI discussions (all the while staying socially distanced, of course). After the lively crowd settled down, Dick Stockenberg, of The Stockenberg Law Firm LLC, then led a very informative discussion on lien rights and lien waivers. He pointed out some of the subtleties in the lien language that may arise in contracts or on lien waivers which are typically required to be signed when the subcontractor picks up a check. My two main takeaways were: 1. Lien Waivers should more reference a dollar amount, not a date or time. 2. If the lien waiver form is more than a half page, be scared! (There is probably more conditions buried in there and you had better read it extra carefully.) Dick also suggested some handy negotiation tips regarding liens, as well. Really great stuff! Thank you for helping us be smarter subcontractors Mr. Stockenberg.

Business Practices Interchange (BPI) is something that is so woven into the fabric of what we regularly do at ASA, it can sometimes be taken for granted. Having frank conversations about chronic payment issues, gross contractual unfairness's, and how well a general contractor runs their project is invaluable information. The thought that has stuck with me since the March BPI meeting is "BPI really does matter". It matters because there are a few GC's who are paying attention and have improved because of it. For those GC's and their subcontractor partners, it is a win-win. For the subcontractors and suppliers, it can help us foresee potential problems, and be proactive in managing the contract and the relationship on a project.

Looking forward, we are planning a membership dinner meeting April 28<sup>th</sup> (more details to follow), and as I mentioned last month, two of our annual main events are coming very soon: *Meet the GC's Expo at St. Charles Community Center (May 19<sup>th</sup>)* and *ASA Midwest Awards Gala at the Four Seasons (June 25<sup>th</sup>)*. At this time, participation from General Contractors for the Expo event looks favorable. We will make every effort to follow proper COVID prevention practices to keep everyone safe and comfortable. Please watch for emails, or check the website ([www.asamidwest.com](http://www.asamidwest.com)) for all the details, and to get registered. I look forward to seeing all of you there!

Richard A. Russell, Sachs Electric  
President, ASA Midwest Council  
[rrussell@sachsco.com](mailto:rrussell@sachsco.com) | 314.681.9849

## **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.

**WE HAVE RESCHEDULED THE MEET THE GC'S EXPO FOR MAY!**  
REGISTRATION AVAILABLE online at [www.asamidwest.com](http://www.asamidwest.com)



## **ASA MEMBER RESOURCES**

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 of the ASA Midwest Council website!*

## **IN CASE OF FIRE**

You are responsible for fire prevention at work for your safety and that of your co-workers. The best way to prevent fire is to be on the lookout for possible fire hazards.

Be aware of potential fire hazards in the workplace. Report hazardous situations to the supervisor. Know the location of fire extinguishers and other emergency equipment that is available to you. During an actual emergency, protect yourself. If it is not safe for you to get involved, don't.

If you're ever confronted with a fire keep your cool, but think fast and act with caution. When a fire is discovered, size it up fast. Knowing when to try to control the fire yourself and when to call for help is essential.

In case of fire, follow the company's fire response procedures. The important thing is to know what to do and do it fast. The exact order to do the things depends on the established company procedures.

Sound the alarm and evacuate the area. Call the emergency numbers you've been given, and give the details about the fire (location, how it started etc.). Never hesitate to call the fire department, even if the fire seems minor and you manage to put it out before firefighters arrive. The quicker the alarm is sounded; the sooner firefighters can attempt to get it under control. Have someone meet and tell the fire fighters where the fire is. They can lose valuable minutes if they have to find it themselves.

You're responsible for preventing fires, but you aren't obligated to fight major fires. Fight the fire only if you can do it safely with proper extinguishing materials at hand. In general, never join in the firefighting unless the firefighters request your help.

Warn others immediately. Warn anyone in the area so they can get to safety. This is especially important in case of indoor fires. Most people die from smoke, poisonous gases and panic. Panic is usually the result of not knowing what to do. If there is an escape plan, adapt it to the emergency.

Most fires start small, but they can rage out of control in a few minutes. It's important to know where the fire extinguishers are located and how to operate them properly. Distinguish before you extinguish. Choose the correct extinguisher for the type of fire (paper/wood, grease/gas/flammable liquids, electrical). If you are not trained or authorized to use an extinguisher, don't try. The time you waste in figuring out an extinguisher could mean the difference between minor damage and a major disaster.

Review your company's fire safety procedures often so you'll know what to do. Act with caution. Sound the alarm. Warn others in the area. Evacuate and stay back unless you're asked to help. In case of fire, being informed and prepared can keep you and your coworkers safe from injury.

## ***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](http://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](mailto: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.)***

## Why Employment Practices Liability Insurance Makes Sense for your Business

*Chris O'Hagan*  
*J D Kutter*



As we enter the second year of the Covid pandemic, there seems to be a sense of cautious optimism about the future. There is also an undercurrent of uncertainty about what shorter- and longer-term effects the pandemic will have on the construction industry. With material prices soaring in certain sectors and material availability becoming a real concern (along with the ever-present labor concerns), no one really knows what the next few years will hold. I think we all agree on one thing – getting back to “Normal” will be a relative concept. It is also fair to say that many business owners may have to make some difficult decisions...

When I discuss risk management and insurance coverages with contractors, they often ask “What am I missing in my insurance program?”. For many my response is Employment Practices Liability insurance. Or as it is known in the industry vernacular-EPLI.

Employment law is complicated, and employers need the assurance that there is a way to protect their business from the possibly devastating effects of being sued by an employee (rightly or wrongly) for the employer’s actions or the actions of other employees. EPLI provides coverage for legal defense, settlements, and judgments when an employer is sued for such things as wrongful termination, sexual harassment, discrimination, and other employment related issues that may arise in an employee’s course of employment. You are, in effect, purchasing a legal defense fund to protect you from the financial devastation which an employment lawsuit can bring on your business.

Ours is a litigious society - and business owners have to make difficult decisions about hiring and firing and how they run their business. Sexual harassment is a very real concern in today’s workplace as well and any conscientious business owner will and should do anything, they can to avoid a hostile workplace. But some legal situations do arise, and employers need to be protected.

How bad can it be you ask? If a lawsuit makes it to a courtroom the average employer can be looking at over \$100,000 in legal fees. Tack on a settlement or a judgment and you are looking at out-of-pocket-costs that can be as high as \$300,000 or more. So, consider protecting your bottom line by investing in EPLI.



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](http://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***



***April 8***                      **ASA Quick Hit | Virtual Round Table Discussion**

***April 28***                      **ASA Monthly Member Meeting**  
***Syberg's on Dorsett***

***May 6***                        **ASA Quick Hit | Virtual Round Table Discussion**

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

***June 3***                        **ASA Quick Hit | Virtual Round Table Discussion**

***June 25***                      **28th Annual Awards Gala**  
***The Four Seasons Hotel***

**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!**  
**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](http://www.asamidwest.com) to register by May 5, 2021

For More Information contact [susan@asamidwest.com](mailto: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](mailto: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](http://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](mailto:lwarholic@asa-hq.com)**

The Capitol is full of activity as the legislative session has moved past the halfway point. House and Senate members returned to their home districts the week of March 15<sup>th</sup> for the annual legislative spring break, and upon returning to Jefferson City on March 22, they entered the homestretch of session with a full plate of priorities waiting to get across the finish line.

The priorities of House and Senate leadership include passage of the Fiscal Year 2022 budget, education reform, Wayfair tax, and fuel tax increase just to name a few. They are among the 2,269 bills and resolutions filed by legislators this session. Filing of new bills for this session officially ended on March 1. The following is a recap of the state of these larger legislative priorities.

The fuel tax increase has been a major focus in the Senate thus far, with many hours of debate on the topic occurring in early March. Senate Bill 262, sponsored by Senator Dave Schatz (R-Franklin County), has passed muster in the Senate, but now faces an uphill battle in the House. If implemented, it would mark the first gas tax increase in the state since 1996. The agreed upon language as approved by the upper chamber would implement an additional fuel tax of 2.5 cents per gallon each year, for the next five years, for an additional 12.5 cents tax per gallon. The additional revenue would be used for road and bridge construction and maintenance. However, consumers may apply for a rebate of the additional tax, provided they present written verification of the tax paid along with proper receipts. Senators approved the bill by a 21-13 margin. There has been no word on when the House will begin debate on the measure.

Another development over the past several weeks has been movement on the so-called "Wayfair tax." The provision specifies that online businesses that do not have a physical location in the state, will collect and remit sales taxes on

transactions taking place in Missouri. At least forty-five other states have already enacted such laws, and Missouri has unsuccessfully attempted to pass similar legislation for the past several years but failed to do so because of opposition from conservative members of the General Assembly. Surprisingly, agreements have been made between legislators which has allowed the measure to move forward. The House and Senate have each passed their own versions of the legislation, and the differences between the bills must now be reconciled for the provision to advance.

Rounding out the tax related theme in the Capitol, Senator Bill Eigel has seen some progress on his attempt to eliminate personal property taxes in Missouri. His proposal would phase out the taxes over a five-year period. Debate on the issue carried on for many hours earlier in the month and finally came to a vote in the late evening hours of March 8. Senator Eigel was disappointed when his measure was defeated, but many were not surprised with the outcome because of concerns over underfunded schools, fire districts, libraries, and the like. Closed-door meetings ensued in the days following the vote, which resulted in a deal that allowed Eigel's proposal to be reconsidered, thus giving it new life. Eigel will have the opportunity to once again bring his bill before the Senate in the coming weeks, but it remains to be seen how much traction he will get.

The remaining days of session promise to be filled with activity as legislators make the push to get their priorities to the Governor's desk before the final gavel falls on May 15. We will continue to keep you updated on political happenings in Jefferson City and around the state. 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  
H & G /Schultz Door Inc.  
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.  
Titan Carpentry LLC  
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](mailto: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](mailto:chris@jdkutter.com).

## **CONTRACT REVIEW**

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 have questions regarding the contract review service, contact committee chair, Dick Stockenberg, The Stockenberg Law Firm; [richard@stockenberglawfirm.com](mailto:richard@stockenberglawfirm.com)

## **PROGRAMS**

We have returned to some in person meetings and events this spring! We will monitor the COVID situation, and always make meeting decisions based on the health and safety of our ASA members! Do you have suggestions for future ASA MWC program topics, please contact our Programs Committee Chair: Chris O'Hagan, [chris@jdkutter.com](mailto:chris@jdkutter.com) or executive director, Susan Winkelmann; [susan@asamidwest.com](mailto:susan@asamidwest.com)

### **ASA Supports the PPP Extension Act of 2021**

On March 11, 2021, ASA joined the U.S. Chamber of Commerce, National Federation of Independent Business (NFIB), American Hotel & Lodging Association, International Franchise Association and more in strong support of the Paycheck Protection Program Extension Act of 2021, which would extend the Small Business Administration's (SBA) application period beyond March 31, 2021 to June 30, 2021. Nearly one year into the COVID-19 pandemic, the continued liquidity challenges of the small business sector remain acute, especially for those business limited by dramatic capacity restrictions and other critical health and safety protocols in place to protect the public, consumers and workers from COVID-19. The House voted on this legislation on Wednesday, March 16th.

### **Upcoming FREE ASA Webinar / April 13, 2021** **"Labor Burden Shouldn't Be a Burden"**

Join us on April 13th, 2021 at Noon Eastern for the upcoming ASA webinar, FREE for ASA Members! "Labor Burden Shouldn't Be a Burden", presented by Tonya Schulte, Construction Profitability Advisor. Gain a clear understanding of how to calculate labor burden rates. Plus, learn how coupling that knowledge with good software tools can help you help your business thrive. Learning labor burden best practices will ensure that your subcontracting firm has a clear understanding of labor costs leading to more accurate job costing, WIP reporting, and clear understanding of job profitability. Added bonus: Learn about some software tools that can help automate the process.

### **Objectives:**

- ✓ Learn the basic labor burden formula.
- ✓ Learn best practices for what should and should not be in the calculations.
- ✓ Learn how to use the labor calculations to do better bidding and costing.
- ✓ Learn about great tools to help with the calculation and how to use the labor burdens that have been calculated.

Presented By: Tonya Schulte, Construction Profitability Advisor. Tonya Schulte is the cofounder of The Profit Constructors. After almost twenty years in the construction corporate world, she had plenty of expertise to "bring it home" and start her own firm. She is married to her co-founder, Joe, and the mother of three "office helpers" who act as catalysts to keep her active. Along with guiding her own firm, she delights in teaching construction company owners the best practices she has learned down through the years so that they can take their businesses to the next level or, as she likes to say, "We help you run with the big dogs."

***To Register, visit below page on the ASA National Website. Webinar is FREE for ASA members.***



**<https://members.asaonline.com/calendar>**

## Safely Storing Flammable Liquids



The following provides an overview on container and portable tank storage under the OSHA regulation on flammable liquids at §1910.106, paragraph (b), as well as incidental use under paragraph (e).

Paragraph (b) applies to the storage of flammable liquids (including flammable aerosols) in containers up to 60 gallons and portable tanks under 660 gallons. It does not apply to bulk plants, service stations, refineries, chemical plants, or distilleries. It also does not apply to flammable paints, oils, varnishes, and similar mixtures used for maintenance when not kept for more than 30 days.

### Containers and cabinets

Among other things, OSHA requires storing flammable liquids only in approved containers or tanks, describing the maximum capacity based on the class of the liquid and the container type (glass, metal, etc.). Fire control devices, such as portable fire extinguishers, must be available where flammable liquids are stored.

When using storage cabinets, not more than 60 gallons of Category 1, 2, or 3 liquids, nor more than 120 gallons of Category 4 liquids may be stored in a cabinet. Cabinets must be labeled, "Flammable – Keep Fire Away."

Cabinets meeting OSHA's requirements can be purchased, but if more storage capacity is needed, employers may need to construct a storage room. The provisions for inside storage rooms are much more extensive, as detailed in the regulation.

### Incidental use

As you'd expect, flammable liquids must still be stored in tanks or closed containers. The quantity of liquid that may be located outside of a storage room or storage cabinet in a building (or in any one fire area of a building) must not exceed:

- 25 gallons of Category 1 flammable liquids in containers
- 120 gallons of Category 2, 3, or 4 flammable liquids in containers
- 660 gallons of Category 2, 3, or 4 flammable liquids in a single portable tank

The regulation has far more detail than could be provided here, but at a minimum, employers need to know the quantity of flammable liquids, the class of those liquids, and the acceptable containers or methods for storing them.

Storing flammable liquids indoors means complying with OSHA regulations, industry consensus standards, local fire codes, and using common sense. There's a lot to know, but some general rules can make safe storage easier.

*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.*

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## ***TITAN CARPENTRY, LLC***

*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.](#)



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Contact Susan Winkelmann  
[susan@asamidwest.com](mailto:susan@asamidwest.com)  
314 845-0855

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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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