

MASONRY NEWS

Sponsored by:  **EZ Grout Corporation**

Volume 6, Issue 31

October 2007

R.M. Willey, Inc. utilized EZ Grout equipment on Walgreens



R.M. Willey, Inc. of Springfield, Illinois recently utilized a Grout Hog® grout delivery unit, Hog Leg® wall bracing system, and several Poly Hog Troughs® while building a Walgreens in Springfield.



The project required a substantial amount of grouting; 13,200 cmu to be exact! The Grout Hog® allowed R.M. Willey, Inc. to directly place grout without having to sacrifice any time on the job.

“The guys really like the Grout Hog® because we can grout as we go, so there isn’t any down time,” commented Rick Willey, president of R.M. Willey, Inc.



EZ Grout also came through by supplying other labor-saving equipment for the project. The Poly Hog Troughs® for instance allowed them the flexibility to mix enough mortar to lay 22,000 utility brick and 800 pieces of cast stone. The 24’ high walls were properly braced with the Hog Leg® wall bracing system ensuring the safety of the laborers on the job.

“We’ve been extremely satisfied with the equipment from EZ Grout Corporation because it is easy to use and quality built. With tough conditions on the jobsite, we need equipment that can stand up to the test and we’ve found it!”

Terry Frank with Goedecke is the local supplier of EZ Grout equipment for R.M. Willey, Inc.

Photos: R.M. Willey, Inc. Walgreens

Enter to Win \$

EZ Grout Corporation is having a contest! A photo contest to be exact and the best 12 jobsite photos featuring EZ Grout equipment will be selected to appear in an exclusive 2008 calendar. It gets better, the twelve finalists will receive \$50 each and the cover winner will receive an additional \$100! The more photos you enter, the more chances you get to be selected. All entries must be submitted by November 1, 2007. By submitting photographs contestants certify that EZ Grout may reproduce, distribute, publish, display, edit, and otherwise use the material for any purpose in any form and on any media. Winners will be contacted in November and listed in the December Masonry News.

Submissions can be sent to EZ Grout Corp. 405 Watertown Rd. Waterford, Ohio 45786 Attention: Linda or electronic submissions in 300 dpi can be sent to lhart@ezgrout.com. Along with the submissions the following information is required: Name of your company, date, jobsite, how long that particular piece of equipment has been in use, and what other EZ Grout equipment does the company own. If you should have any questions, contact Linda at 1-800-417-9272 ext. 108.



Masonry Contractors looking to R.A.C.E.

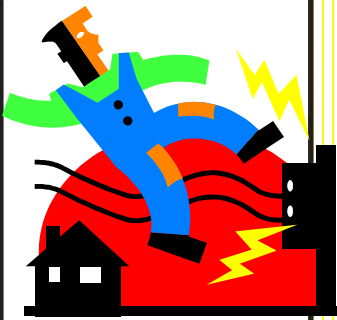
In a competitive world such as masonry construction, everyone is looking for an edge over their competitors, whether that edge is quality equipment or providing an incentive to increase productivity of their workers every little bit helps. Recently at Damian Lang's R.A.C.E. (Rewarding And Challenging Employees) Seminar, 9 companies not only were seeking the edge, some have actually found it! Several were returning attendees from past seminars that have already implemented the incentive program into their companies, but wanted to return to iron out a few wrinkles.

As Damian says, "This isn't an overnight change, this incentive program takes time to implement. If you try to do it quickly, you'll be setting yourself up for failure." When asked what makes their companies stand out from their competitors several stated that it's the quality of their work due in large part to the quality of their laborers. The main idea behind the R.A.C.E. program is "what gets measured gets done", therefore tying a pay structure to what gets accomplished; in the case of the bricklayer the number of bricks that gets layed in a days time, entices them to work harder. Quality workers will then get paid more for what they actually do and the bad ones get weeded out.

In attendance at the September 19-21st seminar were: Ryan & Charlie Roberts with Semo Masonry from Dexter, MO; Gary Brown with B&S Masonry, Inc. from Sioux City, IA; Dave Phillips, Jesse Phillips and Scott Sander with Dave Phillips Masonry from Akron, OH; Joel Temples, Abner Hazen, Anders Kaufman, and Tim Hall from Mid-State Masonry from Lexington, SC; Chris Barnes, Andy Barnes, Joey Barnes, and Wayne Guin from Barnes & Sons Masonry from Atkinson, NC; Doug Miller and Tony Ramos with Accurate Masonry of Texas from Fort Worth, TX; Eric McBride and Larry Daniel with John McBride Construction from Gravette, AR; Mike Paskowski and Brian Rocker from Tri-County Masonry from Erenberg, PA; and Bobby Gladu with Artisan Masonry from Garland, TX. For more information on upcoming R.A.C.E. seminars or/and to purchase Damian's book, "Rewarding and Challenging Employees for Profit in Masonry, contact Linda Hart at 1-800-417-9272 ext. 108.



Masonry News - Safety First



Lockout/Tagout

The unexpected start up of machines or equipment, or the release of stored energy, can cause injury to employees. Some of the problems an accidental release of stored energy could cause are: (1) unintentional start-ups, and (2) electric shock.

What is lockout/tagout?

Lockout is the process of turning off and locking out the flow of energy from a power source to a piece of equipment or a circuit, and keeping it locked out. Lockout is accomplished by installing a lockout device at the power source.

Tagout is placing a tag on the power source. The tag acts as a warning not to restore energy. Tags must clearly state: Do Not Start.

What must be locked or tagged out

The construction rules actually mention lockout/tagout in only a few places. A lockout/tagout program, such as is in general industry, does not exist. Although the specific rules are limited, OSHA expects you to always protect your employees from situations that can cause injury or illness. In situations where there is not a specific construction regulation, the general duty clause would apply. The limited construction rules require you to do the following.

Electrical controls, equipment and circuits

- Tag all controls that are to be deactivated during the course of work on energized or deenergized equipment circuits.
- Render equipment or circuits that are deenergized, inoperative, and attach tags at all points where such equipment or circuits can be energized.
- Place tags to plainly identify the equipment or circuits being worked on.

Mechanical equipment

-No employee shall be permitted to perform maintenance or repair activity on equipment (such as compressors mixers, screens or pumps used for concrete and masonry construction activities) where the inadvertent operation of the equipment could occur and cause injury, unless all potential hazardous energy sources have been locked out and tagged.

-Tags shall read **Do Not Start** or similar language to indicate that the equipment is not to be operated.

(Info provided courtesy of Keller's Construction Toolbox Talks, Special Trades, copyright 2003)

Check us out at the 2008 World of Concrete

We're itching for the start of the 2008 World of Concrete in Las Vegas. From January 21-25, 2007, we'll be at booth C3952 with all of EZ Grout's latest innovations. Get a sneak preview of our newest "hog". While you're there don't miss the Bricklayer 500 and the Fastest Trowel Competition; guess what they will be using to mix and hold all that mortar? You guessed it...Mud Hog® and Poly Hog Troughs®! EZ Grout Corporation is a proud sponsor of both events.

Masonry News Contractor Tip of the Month

by: Damian Lang, President, Lang Masonry Contractors & EZ Grout Corporation

The Monkey is on your back!

Do you have any money owed to you right now? If so, will you get paid? Have you done the proper paperwork it takes to insure you will get paid? And, what does this all have to do with monkeys?

The following story is an example of how easy it is for a General Contractor (GC) to throw “the monkey” on a Mason Sub-Contractor’s (MSC) back while swindling him out of thousands of dollars. And, it’s all due to lack of paperwork on the MSC’s part. Lets say you are building a shopping center that is behind schedule 2 weeks because you have been waiting on colored mortar for the brick installation. Even though you verbally warned the GC’s Superintendent 6 weeks earlier several times that it takes 4 weeks to get special colored mortar, the GC and/or owner didn’t select the mortar color until 2 weeks ago. Whose fault does this become? Most likely, as the MSC it will become yours if you didn’t send the GC a memo in writing (instead of verbally warning them) 6 weeks ago notifying them that it takes 4 weeks to get special colored mortar. On top of this, the schedule says that you were to start laying brick 2 weeks ago. (Of course, the GC has put this in writing to you, which puts the “monkey on your back” for being behind schedule.) Now, the situation gets worse. The mortar finally comes in and it’s the wrong color. Even though the GC told you exactly what color to order and you followed his instructions to the letter, you are stuck with \$15,000 of special order mortar that can’t be used. Who’s going to pay for that? Let’s find out who is carrying the monkey to determine that. If the GC’s superintendent

pointed to the brick sample and said to use that color, and you ordered it without making him put the type of mortar he selected in writing, “Congratulations, you own the mortar”. Again, you have “the monkey on your back”. If at the time he selected it, you made him put the mortar selection in writing, he would own it.

Can the nightmare get any worse? Of course it can! We must now order the right mortar and wait another 4 weeks. Now, the job is going to be behind schedule at least 6 weeks and there is a \$1,000 a day penalty being assessed to the GC for every day he goes over the finish date. Who will be responsible to pay the \$42,000 penalty for the 42-day job delay? Surely, the GC is going to try his best to pass this onto his MSC, isn’t he? So, who will carry this monkey? Do I need to go on, or can you figure out who owns the next monkey on your own? Obviously, whoever hasn’t done their paperwork explaining their side of the issues as they all took place has “the monkey on their back”.

This story is not one that I made up. The events are real and stem from a call I got from a mason contractor asking for advice when he was having trouble getting paid for work he had done. It’s another reason why I like to call today’s GC’s “Professional Monkey Throwers”. There is nothing more critical on any construction project than your proper documentation as the project is in progress. You never know when you may need it later in court.



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