

# MASONRY NEWS

Sponsored by:  **EZ Grout Corporation**

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## Labor savings turns Seagraves Masonry jobsite into sea of EZ Grout orange.



Seagraves Masonry of Rockwell, NC recently expressed his experiences with EZ Grout products. Seagraves Masonry has been a loyal EZ Grout customer purchasing his first piece of equipment, a Grout Hog®, five years ago in 2001. The story on how Seagraves Masonry became the owner of their first piece of EZ Grout Equipment shows why a contractor needs to use EZ Grout equipment on a jobsite to understand how much labor the equipment saves and turns into profits.



Owner Brian Seagraves informed us that, “Your salesman came to my jobsite and showed us how the Grout Hog® worked and told me that he would leave it here for a week to see if I liked it. He also told me that if I did not like the machine to call EZ Grout. The salesman said he would pick the Grout Hog® back up if I did not find the machine useful. I kept telling him just to load the Grout Hog® back on the flatbed Dodge he was driving to haul his equipment around. Your salesman insisted that we keep it to try. At the time our company was a lot smaller than it is today. I explained that I didn’t have the money to purchase the Grout Hog®. After using the Grout Hog® for one day I made my decision. The next day I called the salesman and asked him where he wanted us to mail the check. We used to use buckets and pumps, we found using the Grout Hog® we save time and labor.”



His experience with the Grout Hog® was impressive enough for him to try a Mud Hog® hydraulic mixing station. Brian stated that, “We now make our own grout and can get it when we want and the amount we want.” Just recently Seagraves purchased the Hog Leg® wall bracing system to brace his masonry walls. When asked what he liked about the Hog Leg®, he responded, “The pieces are light weight. Two men can put them up and everything is right at your fingertips. Bracing normally takes 4 or 5 guys. We are saving over 50% by bracing with the Hog Legs®”



Seagraves Masonry does commercial work in the greater Charlotte, NC area. Bruce Davis of RBD & Associates is the local dealer providing Seagraves Masonry with their EZ Grout Equipment. Seagraves had this to say about EZ Grout equipment in general. “I can tell your equipment is designed by a professional mason contractor. Your equipment is built to last, you don’t have to buy new equipment every year.”

*Photos: Seagraves Masonry jobsite*

# EZ Grout Corporation Awards Distributor and Salesman of the year.

EZ Grout Corporation would like to congratulate Jim Honaker as being recognized as Salesman of the year in 2005. Jim resides in Moneta, VA and is co/owner of Prime Masonry Equipment, which was honored as Distributor of the Year for 2005. Prime Masonry Equipment's territory includes the following areas; Virginia, Eastern North Carolina, and South Carolina. Prime Masonry Equipment as well as Jim Honaker have experienced tremendous growth topping \$480,000 in sales in 2005. EZ Grout Corporation would again like to give their thanks for all the hard work they have done. Jim says the secret to their success is, "Getting the equipment in front of the contractor with jobsite visitations and having the equipment to show the contractor."



## Mason Contractor Contest



### The Good...



### The Bad...



### The Ugly...

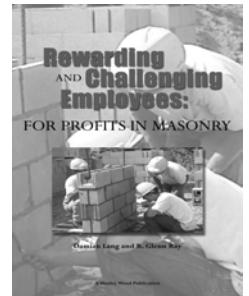


**Does your EZ Grout equipment own up to one of these categories?**

If so, send EZ Grout Corporation a photo of the equipment for consideration as the good, the bad, or the ugly. There will be a prize for each of the 3 categories with the winning photos appearing in the June issue of Masonry News. For more information contact Thad at EZ Grout at 1-800-417-9272 ext 115.

**Now Available!**  
**\$29.95 + S&H**

You asked for it and it's finally here! An easy to read book that outlines how one mason contractor went from a two man crew to doing over \$6 million a year in the masonry business using incentive plans to motivate his people. He didn't stop there! Damian Lang used these same incentive systems to encourage his people to help him invert labor saving equipment and better methods of doing masonry efficiently. With over 20 years experience under his belt, Damian now has four companies that do a combined 14 million in sales. No other book sheds so much light on how one can become successful using incentive programs in the masonry business.



**For more information call 1-800-417-9272 and ask for Kerri Huck**

**Call today : 1-800-417-9272 [www.ezgrout.com](http://www.ezgrout.com)**

# Masonry News - Safety First



*(Info provided courtesy of Keller's Construction Toolbox Talks, Tools, Cranes & Derricks copyright 2003)*

## Cranes & Derricks

The first requirement is that you must comply with applicable manufacturer's specifications and limitations.

### Crane and crane equipment modification

Modifications of or additions to equipment which affect the capacity or safe operation, are strictly forbidden by OSHA without notifying the manufacturer and obtaining written approval. In no case may the original safety factor of the equipment be reduced.

### Competent person

A lot of responsibility is placed on the "competent person" at your site for the inspection and safe operation of cranes.

Competent persons must: (1) inspect all cranes and crane equipment prior to and during use to make sure they are in a safe operation condition, and (2) perform a thorough annual inspection of hoisting machinery.

Inspection requirements:

Cranes and associated rigging equipment must be inspected regularly to identify any existing or potentially unsafe conditions.

OSHA requires that inspections be divided into two categories: **frequent and periodic**.

**Frequent** inspections are usually performed at the start of each shift by the "competent person" who walks around the crane looking for defects or problem areas. Components having a direct bearing on crane safety, and whose status can change from day to day, must be inspected, and when possible, observed during operation for any defects that could affect safe operation. Frequent inspections should include, but are not limited to the following pre-operation inspections: site activity, daily walk around, pre-start-up (in cab), and crane operation.

Periodic inspections include a monthly and an annual inspection.

**Crane operators:** Must know manufacturers specifications and limitations applicable to the operation of their crane and attachments, or any limitations determined by a qualified engineer.

**Competent persons:** Must know inspection procedures for all machinery and equipment and be able to conduct an annual inspection if required by employer.

OSHA state-plan-states: Remember that certain states have more stringent regulations that go above and beyond the OSHA standards.



Is this your Hog?



This issue's hog spotting features a Hog Leg® along HWY 73 in Denver, NC at East Lincoln High School. If this is your Hog Leg®, call 1-800-417-9272 ext. 115 to find out what prize you have won. Last issues winner of EZ Grout's Hog spotting was Dave Phillips Masonry. Dave Phillips Masonry is located in Cuyahoga Falls, OH. A Mud Hog® and Hog Leg® was spotted at a masonry jobsite along interstate 77 near the Akron/Canton Airport.

## **Masonry News Contractor Tip of the Month**

**by: Damian Lang, President, Lang Masonry Contractors & EZ Grout Corp.**

### **Use Only the Best Ingredients**

The single way to have the best company is to only hire and maintain the best employees. This idea is no different than preparing a meal; if you add the best ingredients, you will get the best entrée.

When I was growing up, I always believed that mom was the best cook in the world. However, mom didn't have much competition with which I could compare her food. Mom always used generic ingredients in her entrées. With nine kids and money being tight, it was probably the only way my parents could keep us all fed! So if it were ketchup that she needed to add, it was the IGA brand, not the name brand version. The same held true for the rest of the ingredients.

Then I got married and found out that my wife, Donna, is a better cook than my mom (but, don't tell mom I said that). After watching Donna and mom cook, I found there is only one difference in what they were doing. Donna uses only the top quality, name brand ingredients instead of generic in her recipes. The results are a better meal.

The same is true in business. In the case of businesses though, the ingredients are your employees. Are you trying to become the best in the masonry industry? If so, are you trying to do it with staff and field employees that are not doing their part? Do you keep a secretary or manager on staff thinking this person is the best because you have no one to compare him or her to?

It happens in every industry. We deal with several companies whose people can't even bill us correctly for their services. For example, one of my lawyers has a secretary who can't bill us properly for his time. She is only there because she has been there forever and this lawyer has no one else's work to compare her work to. And even worse, he has never required her to seek training to do her job properly. Their paperwork and billing is so bad that it will probably cause him to lose us as a customer.

Don't let this happen to you. Watch your employees and make sure they are doing what you hired them to do. If they are in charge of a certain department such as billing, then they should learn how to fill out draw request forms and change orders properly to insure you get paid on time. If someone is constantly coming to you to do his or her work, encourage this person to get the proper training and to take charge of his or her own department. And if they refuse to do this, consider getting someone who will. With others to compare them to, you may be surprised at the extra load the right person can take off your back.

Remember this: If your people are not striving every day to do their jobs the best they can, maybe they are generic ingredients and you should consider something better. And if they are striving and doing the best they can, make sure they are being paid well for their accomplishments. Paying a little more for the best ingredients can make all the difference in the world.



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