

MASONRY NEWS

Sponsored by:  **EZ Grout Corporation**

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Rollins Masonry Corporation saved 120 man hours with Grout Hog®

When it came to challenges on the job, Rollins Masonry Corp. found that maneuvering around the jobsite with pumps was difficult and timely. However, once they discovered the ease of working with the Grout Hog® that's all they've used for the past eight years.

"We bought two Grout Hogs® in 2000 and since then they have saved us an enormous amount of time and money. On the Mountaineer Farms job in Lumber Bridge, North Carolina we laid 22,000 12" blocks using 120 yds of concrete filling 32' walls", stated Tim Rollins, VP of Operations.

When asked how much time and money he saved he exclaimed, "Oh, approximately 120 man hours - that's 3 men and I know we saved over \$3000 at least."

Rollins not only saw the savings in the short term, but also commented on how little maintenance was required and when parts were needed they received them quick.

"Repair parts are always available and sent in a timely manner. We even had EZ Grout Corp. make us a 6' extension for using it with our towmotor on some inside jobs. What a great product!"

Rollins Masonry Corporation is located in Sanford, North Carolina.



News Update

EZ Grout Corporation will be converting its Masonry News newsletter into an electronic format in 2009. Currently the printed newsletter is distributed by traditional mail bi-monthly to over 11,000 mason contractors, general contractors, and industry professionals all over the country.

Masonry News will switch to electronic format to gain the advantage of incorporating video footage of products and equipment demonstrations as well as up-to-date information on industry news. Readers will have immediate access to Damian Lang's Contractor Tip and will have the ability to forward the electronic newsletter to other industry leaders.

If you are currently getting Masonry News and want to continue receiving the information electronically, EZ Grout asks that you please fill out the information below then simply mail it back to EZ Grout and fax it back to 740-749-3512. If you don't have an email address and would like to continue receiving a hardcopy of Masonry News newsletter via postal service, simply contact Linda at 1-800-417-9272 ext. 108.

Company Name: _____
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Add this to your Christmas List!



Need a great gift idea? Why not get an easy to read book on rewarding and challenging employees? See how Damian Lang, owner of Lang Masonry, has turned what once was a two man crew into a \$10 million masonry company; largely due to incentive plans. Achieve a unique balance in safety, quality, production, and employees compensation!

For more information call 1-800-417-9272 and ask for Linda!

EZ Grout heading to 2009 World of Concrete

We're itching for the start of the 2009 World of Concrete in Vegas. From February 2-6, 2009, we'll be at booth S12439 with all of EZ Grout Corporation's latest innovations. Get a sneak preview of our newest "hog". Also do not miss the bricklayer 500 and your chance to check out some of EZ Grout's equipment in action. It's a battle of the bricklayers and guess whose equipment they will be relying on to mix all that material? You guessed it...EZ Grout!

Masonry News - Safety First



(Info provided courtesy of Keller's Construction Toolbox Talks, Site Safety - General Overview copyright 2003)

In construction work, falls are the leading cause of worker fatalities. Each year between 150 and 200 workers die and more than 100,000 are injured as a result of falls.

A few things Employers need to do:

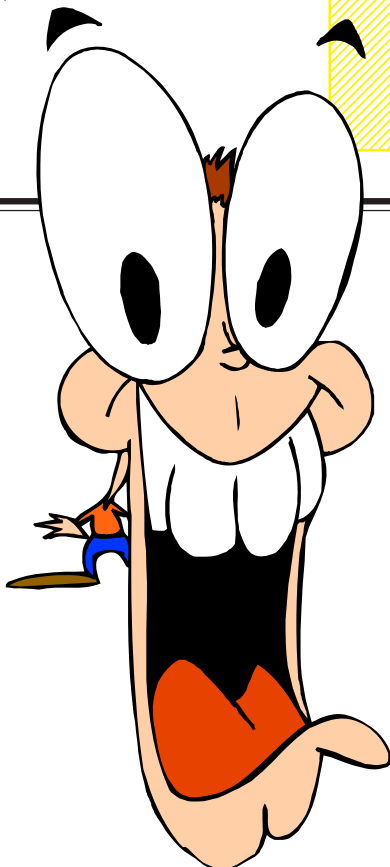
- Select systems and equipment appropriate for the situation.
- Properly construct and install safety systems.
- Train workers in the proper selection, use, and maintenance of fall protection systems.

Things employees need to do:

- Use safe work practices.
- Use fall protection equipment properly.
- Always wear provided fall protection equipment.



This rule identifies areas or activities where fall protection is needed. These include: (1) ramps, runways, and other walkways, (2) excavations, (3) hoist areas, (4) holes, (5) formwork and reinforcing steel, (6) leading edge work, (7) unprotected sides and edges, (8) overhead bricklaying and related work, (9) roofing work, (10) precast concrete erection, (11) wall openings, (12) residential construction, and (13) other walking/working surfaces.



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Masonry News Contractor Tip of the Month

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

If you do not make yourself accessible to your customers at all times, they won't be using your services!

How many times have you called someone for service and they don't answer their phone? Why should you take time to try calling them again? Think about it. Your customers feel the same about calling you...if you are doing work, or you want to do work for someone, that customer needs to know that he can contact you at all times when he needs you!

I have been trying all morning with no success to reach a friend of mine who does plumbing and electrical work. He has two cell phone numbers and a house phone but has always been hard to contact for he doesn't carry, or just simply doesn't always answer his phone. Here's the irony of the situation - When I was talking to my friend the other night he was explaining to me that he was out of work and hasn't worked in 25 days. (Now I know why!) What if I was a customer calling to have him to do some work for me? In this case, I just wanted to tell him to pick up a couple cases of wine for deer camp next week, but it's the same principal.

A few years ago, I was in a mandatory project meeting when the "Big Cheese" of a huge construction company asked why a specialty trade's contractor was not present to explain why he was behind on the project. His project manager told him he couldn't get a hold of the contractor. "Why not?" asked the Big Cheese in a stern voice. "He is usually un-contactable," replied his project manager. To that, the Big Cheese responded, "If we can't get a hold of him, we don't need him. Get him off the jobsite". And they did just that.

That meeting really made me think and has always stuck with me. Ever since that time I have informed the managers of our companies that, if I can't contact you, I don't need you. Still today, there is nothing that upsets me more than not being able to immediately get to talk to a co-worker or manager when I have something I need to go over with them. (Yes, I am talking about after hours and the weekends as well.) Of course they know that I don't call them on the weekends unless it is urgent, but, they get the point real quick or they do not stay on payroll.

Do you have plenty of work right now? If not, the first thing I would check is that your phone is on your hip and charged at all times. Also, make sure all your managers have their phones charged and on their hips at all times. If your people are not contactable at all times, do you really need them? Likewise, if your customers can not contact you at all times, do they really need you? Actually, I am glad my friend isn't answering his phone this weekend for I know he won't be getting any work and will certainly be hunting with us all week next week. Towards the end of the week, I plan to show this tip to him. He is a lot of fun and I would miss him if he had too much work to hunt with us.

Damian Lang is a mason contractor in Southeast Ohio who has four companies that do combined sales of 20 million. He is also the author of the book "Rewarding and Challenging Employees for Profits in Masonry". To order a copy of his book or to attend one of his seminars held specifically for mason contractors, call Linda Hart at Lang Masonry 800-417-9272.



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